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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

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Demand for Asbestos Products in Manchester
Packing for British Market: Some Pointers
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Important Trade Inquiries from West Africa for Foodstuffs, Hardware, Building Materials, Furniture, Wearing Apparel, Shoes, Cycles, etc.

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(Minister of Trade and Commerce.)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, July 4, 1921** **No. 909**

CERTIFICATE FOR EXPORT OF BEANS TO POLAND

The Consul for the Republic of Poland at Winnipeg writes under date June 24, regarding the import of beans into that country:

Several cases of death having occurred in Poland as a result of poisoning by imported American beans, the Polish Secretary of Health has issued a regulation requiring a certificate of origin for all importations of beans into the Republic.

The certificate of origin will be certified by a Polish Consulate of the district from which the beans will be forwarded.

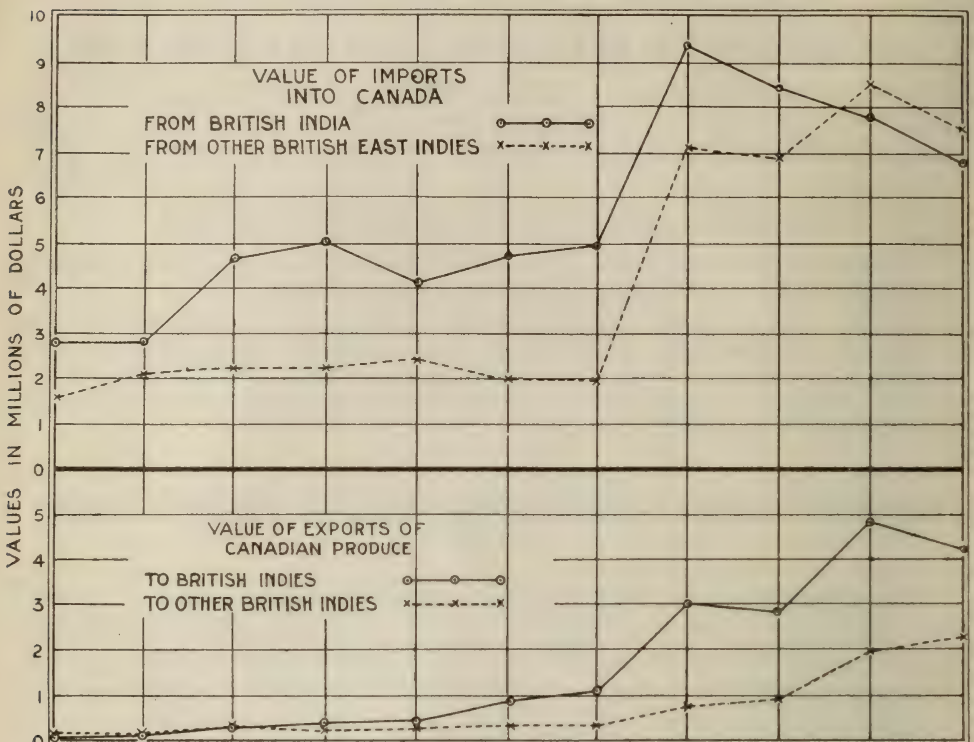
CANADIAN EXPORTS TO BRITISH POSSESSIONS IN THE MIDDLE EAST, 1911-21

In continuation of the series of graphs designed to show the course of Canada's trade with foreign countries, of which the first two were published in *Weekly Bulletin* No. 906 and No. 908 respectively, a further graph appears (page 4) showing the course of our trade with British possessions in the Middle East. In 1911 goods to the value of $57,000 only were exported to India, while last year these had increased to a value of something over $4,000,000. To other British possessions Canada exported in 1911, something under three quarters of a million dollars, which amount had increased to over two millions in the fiscal year which ended on 31st March last. While these amounts are very small compared with the total trade of these possessions, nevertheless it is satisfactory to note that the increase has been steady. And further, there is every reason to believe that if the sale of the Canadian commodities which have found favour in the Middle East were energetically pushed, this action would lead to an important increase in the sale.

And just as our exports have shown a steady increase, so have our imports, as it will be seen that we now buy nearly three times as much from British India as we did in 1911, while from the other possessions our imports have increased fourfold.

Canadian exporters will be very well advised if they pay close attention to the markets of the Middle East, as when normal conditions return there is no reason to doubt that they will take an important place in the world's trade. Malaya, Siam, and the Netherlands East Indies are fortunate in possessing immense potential wealth, and now that this is well-known it is to be expected that the development of these countries in the future will be much more rapid than it has been in the past.

CANADIAN EXPORTS TO BRITISH POSSESSIONS IN THE MIDDLE EAST, 1911-21



SUMMARY OF THE TRADE OF CANADA FOR THE MONTH OF MAY

The decreased totals in Canadian exports and imports for the month of May last as compared with those for May 1920 have to be interpreted with a certain amount of reserve to appreciate their actual significance. The decline in question is not in all probability nearly so serious as at first sight it might seem. The figures are in dollars value and consequently have not the same ominous meaning that decreases in quantities would carry. The value of the dollar today as a purchasing medium is considerably higher than it was this time last year. Therefore in regard to exports and imports, though it must be admitted there has been a drop, it is not nearly so marked as it might seem at first sight. Again it must be remembered that this slump in foreign trade is not peculiar to Canada alone. A study of the returns of the United Kingdom and the United States reveals the same story—a period of reaction after the excessive buying of the months that succeeded the war. Perhaps the most pleasing fact that can be deducted from an examination of the attached table is that our exports have not diminished nearly so much in proportion as our imports. So far as the United Kingdom is concerned, in the month of May, Canada exported over $3,000,000 more of goods to that country than last year, while for the two months ending May this increase is approximately $4,000,000.

SUMMARY OF THE TRADE OF CANADA: MONTH, TWO MONTHS AND TWELVE MONTHS ENDING MAY, 1921

(Compiled by External Trade Division, Dominion Bureau of Statistics.)

Main Groups	Month of May, 1921			Two Months ending May, 1921			Twelve Months ending May, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for Consumption	$	$	$	$	$	$	$	$	$
Vegetable Products	18,128,244	1,740,303	8,927,638	38,546,985	8,324,249	16,442,585	254,005,181	41,076,610	118,803,927
Animal Products	3,480,647	186,469	2,792,307	6,972,936	443,960	5,564,552	54,287,378	4,224,141	39,660,635
Fibres and Textile Products	11,374,296	3,347,192	6,626,388	20,570,597	6,806,492	10,705,867	208,258,475	92,222,232	89,383,859
Wood, Wood Products and Paper	2,962,019	163,352	2,602,214	5,783,683	435,304	5,034,660	55,635,795	3,189,146	50,430,060
Iron and its Products	11,322,669	897,102	10,289,671	22,812,702	1,859,449	20,737,195	228,569,426	16,297,882	210,127,049
Non-ferrous Metal Products	2,562,375	225,637	2,131,486	5,225,431	448,347	4,451,125	51,144,010	6,055,775	42,268,772
Non-metallic Mineral Products	12,033,391	844,627	9,888,989	21,722,120	1,475,292	18,095,458	207,987,355	9,123,861	189,043,920
Chemicals and Allied Products	2,029,235	269,826	1,441,288	3,718,230	532,168	2,590,462	33,944,948	5,390,884	24,782,317
All other Commodities	4,409,191	927,998	3,036,699	8,260,230	1,799,207	5,688,830	68,327,812	14,872,232	48,031,282
Total Imports, 1921	68,302,067	8,60—506	47,736,680	133,612,914	22,124,468	89,310,734	1,162,160,362	192,452,763	812,531,821
1920	113,320,699	23,802,635	70,249,125	211,611,434	43,616,519	133,245,450	1,150,539,512	159,546,382	833,439,324
1919	71,344,816	5,244,247	57,993,436	125,600,045	10,432,768	100,901,444	876,751,732	73,967,610	705,903,341
	Total Exports.	Ta United Kingpom	To United States.	Total Exports.	To United Kingdom	To United States.	Total Exports.	To United Kingdom	To United States.
Exports (Canadian Produce)	$	ted	$	$	$	$	$	$	$
Vegetable Products	27,208,857	15,980,823	7,221,661	44,405,547	23,360,790	14,375,754	491,205,284	153,675,319	149,218,716
Animal Products	9,726,650	4,425,954	4,365,845	16,992,403	7,892,594	7,470,967	182,898,283	88,515,226	74,019,447
Fibres and Textile Products	410,197	188,467	144,072	1,142,367	246,178	407,010	15,031,012	2,225,038	6,230,948
Wood, Wood Products and Paper	13,777,804	1,229,616	10,998,528	24,623,059	1,534,466	20,332,476	273,097,327	34,773,756	206,849,261
Iron and its Products	3,030,082	412,012	685,220	5,567,634	755,457	1,003,951	70,043,386	15,243,311	16,577,593
Non-ferrous Metal Products	1,727,986	231,881	1,180,781	3,084,968	669,875	1,676,585	42,457,037	9,052,965	27,369,422
Non-metallic Mineral Products	1,703,330	115,950	988,899	3,069,178	467,609	1,605,650	37,827,294	3,048,412	20,658,474
Chemicals and Allied Products	847,418	76,002	630,218	1,910,058	101,260	1,555,495	18,471,844	2,768,360	11,687,983
All other Commodities	1,135,668	122,823	894,125	2,053,515	187,572	1,656,412	30,281,997	6,801,662	12,562,561
Total Exports, 1921	59,567,992	22,783,528	27,109,349	107,848,727	35,215,751	50,084,300	1,161,313,464	316,104,051	525,164,405
1920	77,342,578	19,115,091	41,737,051	130,698,964	31,964,621	67,224,351	1,213,443,216	450,478,884	472,449,553
1919	92,258,687	40,572,454	35,177,977	156,747,846	70,628,374	58,802,981	1,223,027,961	552,209,268	450,432,976
Exports (Foreign Produce)									
Totals, 1921	1,165,973	93,679	1,027,637	1,960,948	129,614	1,740,188	17,635,492	1,376,079	14,827,332
1920	3,075,761	125,561	2,834,650	5,589,874	137,335	5,291,825	45,765,078	4,818,883	37,865,930
1919	4,207,833	1,146,338	2,847,917	6,991,407	2,125,933	4,527,829	55,897,682	21,672,512	24,900,869

CANADIAN BUTTER IN LIVERPOOL

J. Forsyth Smith, Canadian Trade Commissioner

Liverpool, June 11, 1921.—In view of the severe strictures reported on March 31* as passed by the trade on the Canadian butter received under the system of Government control, it is interesting to note that the first shipment of Canadian butter to Liverpool this season, ex ss. *Melita*, has been very much appreciated, one firm remarking that, while there was some variation in quality, the best was as good as any on the market, and that, if similar quality could be maintained and depended on, no long period would elapse before Canadian butter had secured a reputation that would very definitely show itself in a high place on the scale of competitive values. One criticism was strongly made, and that is one that is constantly reiterated from this market. The percentage of salt, probably from 3 per cent to 4 per cent, was far too high. Danish butter, which fully meets requirements in this respect, sometimes contains less than 1 per cent, and never more than 2 per cent of salt. In the case of Canadian butter, a higher percentage is probably necessary for preservation, but it should not exceed 2½ per cent. In the present shipment, the milder butter will probably sell at 4s. per cwt. premium over that containing a higher percentage of salt.

The butter market is in a very unsettled state, the heavy Government stocks—which must, necessarily, be disposed of at irregularly dropping prices—providing an element of uncertainty that keeps distributors in a constant state of doubt as to the future. As predicted in the report of March 31, prices have fallen considerably, New Zealand butter, which was then valued at 262s. per cwt. selling to-day at 192s. Danish butter is now worth 200s. to 205s., and Canadian butter 175s. to 180s. per cwt.

It is important for exporters to realize that Canadian butter is now in the unfortunate position of having to make headway against the reputation for low quality and lack of standardization which has been created by the experience of the trade with Government control shipments. The net effect is that even the best Canadian butter is under a handicap and makes values less than its merits. The present shipment furnishes an illuminating instance of this. An important buyer, interviewed, stated with regard to this, that he had bought before seeing the butter, on the basis of his general experience of butter from Canada, and that, if he had realized its high standard of quality, he would have considered it possible to pay fully 10s. more per cwt. As compared with other butters on the market, the best Canadian butter should now be worth, at least, 185s. per cwt. He was particularly complimentary in his comment, considering that butter of such prime quality would always find a sale at attractive prices.

In view of the growing importance to Canada of the export market, a far-sighted policy should be adopted by exporters. Inferior qualities should be systematically kept at home, and the best grade only sent forward, especially at the present time, when a requtation has to be re-established.

FIRST CZECHO-SLOVAK HORTICULTURAL FAIR

The Consul of the Czecho-Slovak Republic, Montreal, writes that the Czecho-Slovak Horticulture Association, in connection with the Moravian Board of Trade, will hold the First Great Horticultural Exhibition and Fair at Brno, Moravia, from the 14th to the 21st of August, 1921.

* Published in *Weekly Bulletin* No. 898, page 626

BOX SHOOKS REQUIREMENTS IN THE UNITED KINGDOM

Major Gordon B. Johnson, Canadian Trade Commissioner in Glasgow, writes as follows on the market for box shooks for the fish trade under date June 7.

The importation into this country of box shooks is, of course, very large, and the fish trade alone absorbs immense quantities. The consumption of fish, due to its great variety, its excellence, and to the fact that all parts of the country are within easy reach of the sea, is very great indeed. The sources of supply are two—the long-line fishermen and the trawlers. In the case of the former the fish are sold to the coast fish markets and also to the inland fish markets, such as Glasgow, either directly by catch or by contract over a period of months. The inland markets also obtain supplies from the coast markets. The inland markets dispose of the fish each day to the wholesale trade by auction.

These inland fish markets throughout the country are in great number, and the number of boxes used by the firms in these markets is correspondingly great. Take kippered herrings alone. For these fish hundreds of thousands of boxes yearly are used, and at the present time the market appears to be supplied mainly by the Scandinavian countries.

Boxes used for kippers and other dried fish are 14½ inches by 10 inches by 5 inches. The shooks for these are 14½ by 5 by $\frac{3}{16}$ for the tops, bottoms, and sides, and 9¾ inches by 5½ inches by ½ for the ends.

It is important that the wood used should be dry and white, and not resinous; otherwise any quality of wood may be used including scrap material from the saw mills.

For shipment overseas the shooks are made up in bundles of 50, held together by two loops of wire, the end of each bundle being marked, "E," "S," "T," or "B," as the case may be for the ends, sides, tops or bottoms.

Prices for Scandinavian shooks for boxes of the sort described are at present £17 per 1,000 boxes c.i.f. United Kingdom ports.

CONDITION OF NEWSPRINT AND BOX-BOARD TRADE IN ENGLAND

Mr. J. E. Ray, Canadian Trade Commissioner in Manchester, writes as follows under date June, 16, 1921, on the present condition of the newsprint and boxboard trade in England.

In the course of an interview with a representative of the *World's Paper Trade Review,* June 10, a British firm acting as agents for a well-known Canadian company, states: "Neither Canadian paper nor Canadian box-boards have any market in England at present. Of course, present conditions are abnormal, and in ordinary times we think that Canadian newsprint could compete very well in this market."

"As regards box-boards, the war gave a fillip to the British demand, since it led the Government, in view of the scarcity of tin, to buy a lot of box-board for food containers. These are still being turned out in quantities by British factories, and Laurentide box-boards which seem to be especially suitable, are being used for this purpose."

CANADIAN WORKMEN EULOGIZED

The same journal, under the heading "An Example for British Paper Workers," pays an admirable tribute to the efficiency of the workers at the Abitibi Mills, Iroquois Falls, who, on April 23 turned out 273·54 tons of paper on four machines, representing an operating efficiency of 98·9 per cent.

DEMAND FOR ASBESTOS MANUFACTURES IN MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, June 13, 1921.—In the north of England and in the Midland counties there exists a big demand for various manufactures of asbestos, especially asbestos millboard, yarns and plaited packings, cloths and metallic yarn 1/16 inch thick

A good range of samples of crude and fibre was recently received at this office from a Canadian firm, and all the leading users of the same, and merchants handling asbestos manufactures, have been invited to inspect them. The chief demand in Manchester, however, is for the various manufactures referred to above. Merchants here are of the opinion that Canadians should, on a larger scale, work up their own raw material into finished articles. They feel convinced that an extensive and profitable trade could be established, and as the raw product is almost the exclusive property of Canada, prices could certainly be made competitive.

Any Canadian manufacturer in a position to supply the articles mentioned in the opening paragraph is invited to send samples and prices immediately to a Manchester firm whose name and address can be obtained from the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

PACKING FOR THE BRITISH MARKET

Portland Cement, Apples, Cheese, Butter, Eggs, Frozen Fish, Poultry

J. FORSYTH SMITH, CANADIAN TRADE COMMISSIONER

PORTLAND CEMENT

Liverpool, June 13, 1921.—Portland cement for the British home market is packed in sacks of double-twilled jute. Experiment has shown that sacks cannot be used to advantage, for export purposes, even to comparatively near-by Mediterranean points. The wooden export barrels are paper-lined, tongued and grooved, and steel-hooped, and weigh 25 pounds, containing 375 pounds of cement.

APPLE PACKAGES

The Canadian standard apple barrel and apple box meet all requirements very satisfactorily. The requirements for the barrel are the same as those for the United States standard barrel, and it is considered by the trade that it is a decided advantage that there should be a single standard for all trans-atlantic apples. The round hoops of the Nova Scotia barrel are not as attractive in appearance as the flat hoops of Ontario and the American fruit districts, and the announcement by the United Fruit Companies of Nova Scotia of a change to a flat hooped barrel has been greeted with much favour by the trade. Nova Scotia would also be well advised to adopt the use of liners, as is done in Ontario, as they add greatly to the strength of the head. Corrugated paper tops and bottoms are recommended as tending to a minimum of bruising of top layers of apples, and also as a measure of protection against frost. A third consideration is that, by diminishing or doing away with the hollow sound on barrel-head tapping, they may diminish the number of barrels relegated to the "slack" category, with resulting advantage to the shipper.

The box pack, as it comes from the hands of expert packers, leaves nothing to be desired. Less expert packers in the provinces of Ontario and Nova Scotia are urged to pay special attention to uniformity of size and colour. Uniformity of size is indispensable, if the package is to reach the export market in tight condition, and a

lack of uniformity in colour is an anomaly in box-packing that is always heavily penalized in the returns made. Shippers should also note that large sizes 112 and larger, are always discounted in value. The United Kingdom market pays the top prices for sizes 150 to 175, and fair prices for sizes 188 to 200.

The use of a corrugated paper lining for the sides and bottom folding over the top, has proved a valuable protection against frost. In one particular instance, carefully noted, some 1,939 boxes of Jonathans arrived in Liverpool, all more or less frosted. They were all of the same pack, and of equal grade and quality when shipped. Some 600, however, were lined with corrugated paper, the balance being packed in the ordinary way. The protected boxes showed waste counts ranging from 2 to 14, mainly 2 to 8, (i.e. from 2 to 14 apples in each box were affected by frost) and sold at 19s. to 19s. 6d. The unprotected boxes showed waste counts ranging from 6 to 40, and sold at 13s. 3d. to 14s. The use of the protective lining thus made a difference in landed condition reflected in a gain of 5s. 6d. to 5s. 9d. per box. The cost of the protection must, of course, be negligible as compared with these figures.

Wire-binding—two wire bands placed about 2½ inches from each end—is a very valuable protection against breakage. A single band in the middle has been tried, but has not proved satisfactory, as it increased pressure at the bulge, and therefore resulted in bruising, with consequent waste. Wire binding costs only about 4 cents per box, and reduces breakages from 15 per cent or 20 per cent to 1 per cent or 2 per cent. As breakage in many cases results in pilferage, and in the loss of from a quarter to a half of the contents of a box, while, even when the fruit is practically intact, coopered boxes lose 1s. to 4s. in value, the cost of wiring is negligible as compared with the saving.

Shipping marks (i.e. consignees' or other distinguishing initials branded on the end of each box, for the purpose of identifying consignees) are essential. It must be realized that the contents of particular cars cannot be kept separate on discharging, so that car numbers are useless for purposes of identification. All stowing on the quays is done in accordance with shipping marks.

CHEESE

There is too much breakage in connection with Canadian cheese boxes, due apparently to the frailty of some of the veneer used. The trade state that Western cheese is, as a rule, more strongly packed than that from the East, and as a result comes through in much better condition. Much breakage also results from the splitting of the lid. If a box is dropped, as unavoidably happens from time to time during discharge, the cover is very likely to split, rendering necessary an unsightly tying up that detracts from value. This may possibly be obviated by using a thicker cover. The New Zealand cover is 1 inch thick, while the Canadian is ½-inch. The best solution is one that has been adopted by some packers, viz. the use of a cover of three-ply veneer. The grain of the centre layer of this runs crosswise to that of the two outer layers, and makes splitting practically impossible. Another weakness is the tendency of the veneer rim of the cover to break away from the top. To obviate this, in some cases a metal strip is used, which binds the top to the lower edge of the rim. It would be a decided advantage if this device were generally adopted. Complaint is made that, in some cases, the cheese does not fit the box. The desirability of a good fit is obvious.

Wiring, either a single band, or two, one at right angles to the other, has been adopted to some extent, and will do much to prevent breakage. Some members of the trade are disposed to object to this, on account of the difficulties it places in the way of opening for inspection, but there can be no doubt but that this objection is a slight one compared with the advantages of protection afforded.

The question of the desirability of changing to the New Zealand crate is one that has been much discussed. This crate is dodecagonal in shape, with top and bottom

1 inch thick. contains two cheeses separated by a partition of the same thickness as the tops and bottoms, and presents a somewhat cylindrical appearance. The sides are formed of $\frac{1}{2}$-inch slats with open spaces between. The advantages urged by advocates of this crate are: (1) that it is so heavy that it cannot readily be tossed about as can the Canadian cheese boxes, and is therefore more likely to escape rough handling; (2) that it is so strongly constructed that there is a minimum of breakage; (3) that the fact that the cheese are in plain sight through the open spaces between the slats facilitates inspection. The trade, however, are practically unanimous in favour of the retention of the Canadian box, strengthened as suggested. In reply to the advocates of the New Zealand crate, they state: (1) That the use of a distinctive package adds to the distinctive status of Canadian cheese, already favourably known on the market, and that a change could not therefore be effected without a certain loss of prestige; (2) that the advantage of the weight of the New Zealand crate preventing rough handling is more than counterbalanced by the difficulty it presents to necessary moving about; (3) that satisfactory inspection cannot be made between the slats, while the crate is much more difficult to open than the box; (4) that the fact that New Zealand cheese is packed in lots of two is a constant disadvantage in distribution to the smaller retailers, who nevertheless represent a considerable proportion of the consumption; (5) and that, while the ventilation afforded by an open crate may be desirable in the case of cheese travelling long distances under refrigeration, it would probably lead to sweating and interfere with condition on arrival, under conditions of ordinary stowage.

BUTTER

Canadian butter boxes suffer considerably from breakage, especially the lids, which tend to break down from above. The thickness of the sides, now $\frac{1}{2}$-inch, might perhaps be increased to advantage. The wood apparently is not so strong as that of the New Zealand box, which. though sometimes $\frac{1}{2}$-inch, is usually $\frac{5}{8}$-inch thick, and in general, carries much better. The trade hold divergent views as to the value of dovetailing. which is general in the construction of the Canadian box. Undoubtedly dovetailing adds to the neat and finished appearance of the package, and it is claimed by some that it also contributes to strength. On the other hand, the, New Zealand boxes are all strongly nailed and appear to give every satisfaction. A strong objection urged against dovetailing also is that, in the case of breakage, it is difficult or impossible to effect repairs. Another divergent view is as to the value of the nail clips catching in a depression in the ends for fastening the lid. By reducing to a minimum the amount of cover-nailing required, it undoubtedly facilitates inspection—an object much to be desired. Undoubtedly. however, it is a factor of weakness, and the fully-nailed New Zealand covers will stand much more rough handling. Double wiring about $2\frac{1}{2}$ inches from each end is desirable as a means of obviating breakage.

BACON

Little fault is found with the Canadian package, though the cases used by some packers are made of $\frac{1}{2}$-inch timber, and this is undoubtedly too thin in view of the very considerable weight contained. One Canadian pack that calls forth specially complimentary comment from the trade on account of its general excellence, uses timber $\frac{7}{8}$-inch thick, and there is no doubt but that nothing weaker than $\frac{3}{4}$-inch should be used. The more general use of the levelling-up boards used to prevent the sides of bacon from sagging in the middle is advocated, and there is no doubt but that failure to pack tightly, with result that the heavy contents are permitted a play of several inches, leads to more or less breakage. It is generally conceded that the use of a paper lining keeps the bacon clean and adds to its attractiveness, but there is no general call for this, and some members of the trade express doubt as to its effect if used in the case of summer shipments. It does not appear, however, that there is much strength in this objection, as it should be possible to procure a non-

heat-conducting wrapping that would be quite satisfactory. Iron bands are generally used to strengthen the ends, and the more general use of a third band in the middle of the heaviest cases is advocated.

EGGS

The present Canadian egg package with ends ⅝ inch and sides ⅜ inch thick is very highly appreciated by the trade, and, although there is a certain proportion of breakage, the improvement in this respect over the frail cases which formerly came forward, has been so very marked that very little complaint is made. Special satisfaction is also expressed with the strong, white, odorless cardboard fillers, which have replaced the flimsy, brown, strawboard ones, formerly more or less in evidence. There have been cases, however, where these fillers have not been quite strong enough to afford adequate protection. The importance of having the fillers fit the cases closely is emphasized, and the suggestion made that there should be a more general adoption of the corrugated flat between the filler and the case, in instances of loose fits, Excelsior pads, top and bottom, are very necessary, as, owing to the piling up of cases, one on top of another, breakages are nearly always on top. While these excelsior cushions are very generally used, there have been some instances of careless packing, where, instead of pads of even thickness fully covering the top of the case, an irregular bunch of excelsior has been inserted in the middle, leaving the ends and corners without protection. In the worst instance encountered, there was no excelsior at all, but merely a piece of newspaper. Packing of this sort will seriously damage the reputation of the exporter, though it is fortunately so exceptional that it is unlikely to affect the general status of Canadian eggs on the market. Special emphasis is laid by the trade on the advisability of a more general adoption of the practice of leaving spaces between the slats of the sides for ventilation. The case with sides made of one piece is not in favour. The patent fastener for the top is favourably commented on, but there is some complaint of the use of these fasteners without supplementary nailing. Adequate nailing is always necessary as a protection against pilfering.

Owing to the fact that Canadian eggs always command a premium over those from the United States, the regulation of the Department of Agriculture, requiring that the words "Produce of the United States" shall be burned into the cases of United States eggs repacked in Canada, is a very good one, and has done a great deal in the direction of preventing the sale of Ameriacn eggs as Canadian. The stencilled marks to this effect were quite readily and commonly shaved off, with fraudulent intent.

The trade also speak in the highest terms of the value of the recently introduced Government regulations as to the marking and grading of Canadian eggs for export, and especially of the system of affixing as a mark of approval after inspection, the "Maple Leaf-Government Inspected" label. It has done a great deal to stabilize standards and to promote confidence in Canadian eggs on this market, and it is becoming a steadily increasing practice to insist on the specification "Government Inspected Canadian Eggs" in delivery contracts made. When it becomes universally recognized by retailers as the distinctive mark of Canadian quality, it should render practically impossible the fraudulent substitution of the inferior American product, and thus effectively remove a real danger to Canadian prestige.

The possible desirability of a change from the Canadian standard case to the Russian long case has been mooted from time to time, and one or two members of the trade have advocated this, on the ground that the matter carries better, is less liable to breakage, and costs less, and that every effort in the direction of cost reduction will have to be made to meet Russian competition, when egg importations from the latter country reach their pre-war proportions again. One Canadian shipper has always packed in this long case, and his pack reaches the market in excellent condition and is very highly appreciated. It is the general view, however, that the dis-

tinctive character of the Canadian package is a valuable asset, that has much to do with the reputation of the product on the market, that the smaller package facilitates distribution, and that it would, therefore, be a mistake to make a change.

FROZEN FISH

The packing of Canadian frozen fish is considered fairly satisfactory. Some of the cases from British Columbia, however, are undoubtedly too flimsy to carry safely the necessary weight. The New Brunswick case which is highly commended by the trade, is of good, solid construction, sides, bottoms and tops $\frac{7}{8}$-inch and ends $\frac{7}{8}$-inch to 1-inch thick, tongued and grooved, iron-banded at the two ends and lined with a thick absorbent paper, with non-heat-conducting properties. The double wrapping of each fish, first in white, tough, grease-proof paper, and then in a coarser brown paper, is considered very desirable.

The trade advocate the use of smaller packages. Cases of 250 to 370 pounds gross are considered too large for general distribution. Cases weighing from 150 to 200 pounds are unanimously considered the most desirable, and the view is also strongly expressed that, if it were possible to put up $\frac{1}{2}$ cwt packages for the smaller, and 1 cwt packages for the larger, fish selling in case lots to retailers would be greatly increased, with resulting advantage in delivery condition, and attractiveness to the consumer. At the present time, owing to the large sizes of the cases, the wholesalers sell the fish out in ones and twos.

The present system of packing mixed sizes is not seriously objected to, and it is recognized that it may be a difficult matter to secure a tight pack with fish of uniform size. At the same time, it is pointed out that some markets call for small fish, others for medium sizes, while, for the purpose of smoking, the largest sizes are best, and it is felt that, if the packing difficulty can be overcome, grading to size would undoubtedly be an advantage to distribution. Fish weighing 8 to 14 pounds find the readiest sale.

POULTRY

Canadian poultry cases are considered satisfactory as to strength and thickness of wood used. It is advocated, however, that the tops and bottoms be tongued and grooved to insure tightness. Grading to size is particularly important, and not always strictly attended to. The following are illustrative size selections: Cases containing one dozen birds, to weigh 28 pounds to 30 pounds (birds $2\frac{1}{4}$ to $2\frac{1}{2}$ pounds each); 30 to 33 pounds, birds $2\frac{1}{4}$ to $2\frac{3}{4}$ pounds each; 34 to 36 pounds, birds over $2\frac{3}{4}$ pounds to 3 pounds each. The most popular sizes are from $2\frac{1}{4}$ pounds to 3 pounds. Large birds up to 4 or 5 pounds sell slowly. Apart from important selling considerations, uniformity of size secures a tight pack. Grading as to quality in two strongly established classes, "Milk-feds" and "Corn-feds," is also of prime importance. The boxes should be paper lined, except when each separate bird is wrapped. The branding of weights should include gross, tare, and net weights, to permit the dealer to make allowance for shrinkage.

INCREASE IN PARCEL POST RATES TO THE UNITED KINGDOM

Postmasters have been informed that a cable has been received from the United Kingdom postal authorities advising that the heavy increase of cost of handling and conveyance makes it imperative to raise the postal rates on parcels exchanged with Canada. As a consequence parcel post rates to the United Kingdom on and after July 1 are: 20 cents for the first pound and 16 cents for each succeeding pound or fraction thereof. The rates given for the United Kingdom, in the table of parcel rates, page 191 of the *Postal Guide,* are changed to the following:—

1 lb..	20 cents	5 lbs..	$0 84	9 lbs..	$1 48
2 lbs..	36 cents	6 lbs..	1 00	10 lbs..	1 64
3 lbs..	52 cents	7 lbs..	1 16	11 lbs..	1 80
4 lbs..	68 cents	8 lbs..	1 32		

VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

Canadian Trade Commissioner D. H. Ross

Melbourne, May 30, 1921.—In *Weekly Bulletin* No. 873 was published—for the first time oversea—particulars relative to the first tenders for (imported) requirements of the State Electricity Commission of Victoria for the development of the Morwell electric power scheme for the purpose of utilizing the enormous brown coal deposits distant from 80 to 90 miles from Melbourne. Concurrently the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa, received numbers of copies of the tender forms and specifications which were made available to Canadian manufacturers of electrical equipment and allied materials. Similar procedure has been followed in regard to subsequent tenders called for by the Commission.

In the first schedule, alternative tenders were called for both copper and aluminium conductor cables. The Commission has recently accepted the tender submitted for aluminium steel reinforced cable (in preference to copper cable) and it is satisfactory to report that this extensive order will be executed at the works of the Northern Aluminium Company, Shawinigan Falls, Quebec, for early shipment to Melbourne.

CANADIAN ALUMINIUM CABLE

The order placed by the Electricity Commission of Victoria was for 700 miles of ⅝-inch diameter aluminium steel reinforced cable for the supply of conductors for the main transmission line from Morwell (80 to 90 miles), to the terminal station at Melbourne. The line will comprise six separate wires, hence the long length required. The packing is to be on reels each containing three-quarters of a mile of cable, and it is anticipated that the whole quantity will be shipped at Montreal and delivered at Melbourne before December 31, 1921.

The f.o.b. steamer cost at Montreal is estimated at about £91,416, and the Commission have announced that the landed cost of the steel-aluminium cable will be more than £30,000 less than the lowest tender received for copper cable, duty paid, delivered at Melbourne. A further substantial saving will be effected upon the whole outlay by using these conductors by fewer steel towers, insulators, etc., being required than if copper cable were used.

ELECTRICAL PLANT ORDERED FOR VICTORIA

On May 17th, the State Government of Victoria announced that they had accepted the tender, submitted on behalf of the International General Electric Company, of New York, for electrical equipment in connection with the Morwell scheme. The contract price was £379,000, and was stated to have been £300,000 less than the lowest possible combination of British tenders.

In connection with the placing of this and other contracts, the Premier of Victoria made the following statement:—

"The State Electricity Commission has for some months been engaged in arranging for the execution of the various portions of the State electricity scheme. The whole of the site works at Morwell, and in the metropolitan area, and all erection and construction work are being, or are to be, carried out by day labour, with materials and plant procurable, as far as possible, in the Australian markets. For all machinery, apparatus, and electrical equipment tenders have been, and are to be, called on usual lines, inviting proposals from the best manufacturers wherever situated. Several tenders have already been received and dealt with. Up to the present the total value of the actual expenditure and commitments for future expenditure upon the several activities of the commission amount to upwards of £350,000, and this sum is distributed roundly as follows:—(*a*) Expenditure in Australia, £156,000; (*b*) expenditure in Great Britain, £106,000; and (*c*) expenditure elsewhere than within the

Empire, £88,000. Included in the expenditure upon goods of British manufacture are the turbo-generators for the Newport "B" power-house, to the value of £100,000. This contract was obtained, after competition, by Messrs. C. A. Parsons and Co., Heaton Works, Newcastle-on-Tyne, England. The commitments for expenditure upon plant outside of the British Empire comprise chiefly very specialized mechanical coal-winning and transportation appliances not procurable elsewhere than in the United States.

"Tenders have recently closed for that portion of the electrical installation comprised under the general heading of "transformers and switchgear." This includes the whole of the apparatus which transforms the electric energy from the voltage of generation at Morwell up to the voltage of transmission, and also the switchgear and the electrical mechanism for operating the apparatus and all the control gear. It also includes the step-down transformers, synchronous condensers, and switchgear of the Newport terminal station, as well as apparatus for a number of the metropolitan substations. No tenders for Australian-made apparatus were received for any part of this work. Only three formal tenders were received, that is to say, only three tenderers were able to submit tenders for the whole of the apparatus required. The commission, however, exhaustively investigated each item in every partial or informal tender for the purpose of ascertaining whether, by selection, a break-up of the tenders could be affected in the interests of the scheme. The result of this analysis only made more clear the fact that the lowest tender—that from the Australian General Electric Company (which tendered on behalf of the International General Electric Company of the United States)—was by far the most economical.

"No British tender was received for the apparatus as a whole, but a selection of the lowest proposal of each British tenderer for each separate item indicated that the lowest possible price for the apparatus required amounted, on these lines, to £680,000. It is improbable, however, that the British tenderers would agree to the lowest items being thus picked out of each of their tenders and those items only accepted. But even if that were possible, the tender of the International General Electric Company for the whole apparatus was £379,000, i.e., £300,000 less than the lowest possible combination of English tenders. The term of delivery offered by this company is also more satisfactory than that offered by any other tenderer, and the Commission, therefore, recommended that the tender be accepted. In considering the question of tenders from America, the preferential tariff in favour of British goods has had to be considered, as well as the rate of exchange. Even with these factors taken into account, the figures indicate a saving of at least £200,000 between a selection of all items from the lowest British tenders and the lowest individual American tender.

"In view of the obligation of the Commission to remove the disabilities which manufacturers and others in Victoria suffer by reason of the high cost of power, and to supply electric energy at the lowest possible rate; and, in view of the fact that it is the actual capital cost of the scheme which will control the future price of electric energy, it has been decided to accept the tender of the International General Electric Company for this portion of the work. The company whose tender has been accepted has a world-wide reputation for the excellence of its manufactures."

OTHER TENDERS BEING CONSIDERED

It is anticipated that within an early date the result of a number of other important tenders (in some of which several Canadian industries are interested) will be announced by the Commission. These are now being considered in all aspects and Canadian tenderers are assured of sympathetic consideration to their tenders.

THE ARGENTINE MARKET FOR DRUGS AND CHEMICALS

Trade Commissioner B. S. Webb

Part I

Buenos Aires, April 20, 1921.—The Argentine Republic provides a market for certain chemical products the demand for which can, to a certain extent, be supplied by Canadian manufacturers, and it is with the intention of providing information concerning this market that this report has been prepared. The dividing lines between heavy or industrial chemicals, fine chemicals or drugs or pharmaceutical products, paints, dry colours and polishing pastes, are sometimes so indistinct that it is hardly possible to treat each class in a separate report, and they have therefore been grouped together for treatment in one report which is intended to be as comprehensive as considerations of space will allow.

THE CANADIAN CHEMICAL INDUSTRY

In commencing to study this market for chemical products, a brief survey of the position of the Canadian chemical industry will not be out of place. Amongst other resources, the Dominion has hydro-electric power, by means of which atmospheric nitrogen can be obtained; tar products are obtained from the coke ovens; wood chemicals from the distillation of wood; oxides from the deposits of nickel, silver, copper, cobalt and lead; and alkalies from the salt deposits of Ontario. The many deposits of barytes, ochres, magnesites, talc, kaolin, limestone, feldspar and graphite are additional sources of raw material. The output of the chemical industry for the year 1918 is given by the Dominion Bureau of Statistics at $38,000,000, importation for the same year amounting to $26,500,000, whilst $14,200,000 worth of products were exported. Considered from the standpoint of the number of establishments, capital invested and monetary value of the annual output, the industry may be comparatively unimportant, but it is capable of considerable expansion, and, in this connection, it is interesting to notice that exports of chemical products have steadily risen from a value of $1,577,216 in 1912 to $17,053,074 during 1919. During the war period there were several important developments, and manufacturers were then producing many commodities which formerly had to be imported from abroad. Heavy chemicals and dyes enter largely into nearly every manufacturing process, and it is now generally recognized that a chemical manufacturing industry which may be comparatively unimportant in itself, is vitally necessary to the economic independence of a manufacturing country such as Canada is to-day. Foreign markets, properly developed, are capable of absorbing a large proportion of the output of the industry and manufacturers would be well advised to study the capacity of this and other overseas markets for chemical products.

THE ARGENTINE CHEMICAL INDUSTRY

The chemical industry in Argentina is not very important, nor is it likely that any great development will occur in the near future. There are no mineral deposits of commercial importance in the Republic excepting the oil fields in Comodoro Rivadavia in the south, the lime fields in Cordoba, and certain isolated strata of zinc, copper, lead, tin, mica, and wolfram-bearing ores in the mountainous regions near the Andes. Railway transport in the interior is too expensive to allow the profitable exploitation of these minerals during normal times; but during the war the very high price of copper, tin and wolframite ores permitted the exploitation of the deposits and the exportation of the ores. There is no water-power available, and wood and coal fuel is too expensive in the interior to allow of many crushing,

refining or smelting operations, so that the metals are exported in the form of mineral ores. A limited number of wood chemicals are obtained by one factory in Cordoba. Quebracho extract is made in large quantities for export to Europe and North America, and a new dye called algarrobin is being made from the wood of the Algarrobo colorado. The distillation of Argentine maize and the recovery of by-products from the gas-works are the two remaining sources of Argentine chemical products.

Nitric, sulphuric and muriatic acids are expensive to import on account of the high rates of freight and insurance charged on this class of dangerous cargo, and the cost being further heightened by the expense of returning the carboys, these acids can be made to advantage in the Republic from sulphur imported from Italy, etc. There are four acid-making plants in operation. In the province of Cordoba there are deposits of limestone from which large quantities of building lime, etc., are extracted. Certain quantities of ground carbonate of lime are produced for use as a filler in the making of kitchen soap, and a poor grade of sulphate of lime is also obtained. Three large distilleries are engaged in producing alcohol from maize, and several by-products are obtained from the distillation. One of the gas companies has a plant for extracting by-products from the coal and wood used in the production of coal gas. One chemical products factory is extracting borax from a deposit in Salta and producing medium or poor grades of borax in crystals and powder, and boracic acid in powder, flakes and crystals. Glycerine, somewhat crude, dark in colour and viscous, is obtained indirectly from the freezing plants, it being a by-product of the factories making soap from local tallow and imported caustic soda.

There is a deposit of alum in the province of Mendoza, and one of the acid manufacturers already mentioned has purchased eighty acres of land with a view to utilizing the surplus output of sulphuric acid in the production of a high-grade crystalline sulphate of aluminium which will be able to compete with the imported in quality and price. The same acid manufacturer has recently mined certain quantities of blende (zinc ore) in the mountainous districts of Cordoba, and arrangements are now being made for the making of zinc white (oxide of zinc) for sale to local paint manufacturers.

The National Health Department has a fine plant in Buenos Aires, where a local clay is treated with sulphuric acid supplied by the gas company for the production of the 3,500 tons of sulphate of aluminium required annually by this department. The solution is not crystalized out, but is fed directly into the clarifying reservoirs. A sample of crystals obtained from the fluid was found to be of poor quality, something like discoloured kitchen salt in appearance. A certain amount of cream of tartar is made from the lees of the wine barrels in the province of Mendoza; this substance was formerly imported. Medium and interior grades of gypsum are procured from deposits in Parana (Argentina) and Montevideo (Uruguay). There is a factory in the province of Buenos Aires engaged in the making of glucose from maize.

DETAILS OF ARGENTINE-MADE CHEMICALS

From the distillation of Argentine woods.

Alcohol, methyllic, 94/96°: Sold in drums of 300 litres and in carboys of 25 or 50 litres.

Tar, vegetable: Sold in cases of 200 kilos more or less.

Acetic acid: In boxes of 24 bottles of 1 litre, and in carboys of 10 and 20 litres and in boxes of 12 bottles of 1 litre.

Pyrolignite of iron: In cases of 200 kilos more or less.

Acetone: In carboys of 25 to 50 litres.

Vegetable tar.

From the distillation of wood, indirectly.

Sulphuric acid 66°, 60° and 54° Baumé: Sold in iron drums of 300 and 500 kilos, to tanners, candle-makers, dyeworks, and soda water makers.

Ammonia, hydrate, pure: 24°, in solution, white. Sold in drums of 20 litres and in carboys, to druggists, laundries, etc.

Ammonia, industrial: In solution of 28°, sold in 20 kilo drums to textile factories, wool scourers, refrigerating plants, etc.

Ammonia, anhydrous: 99.7 per cent. Sold in cylinders of 15, 25 and 50 kilos, to refrigerating plants, compression type.

Sulphate of ammonia: 25 per cent NH. 3. Sold in bags of 100 kilos to agriculturists for fertilizing.

Benzol: Sold in kerosene and naphtha tins to paint works, and rubber factories.

Pitch (asphaltic): Sold in wooden casks of 300 kilos, for paving material and in construction work.

Tar oil (mineral): Sold in casks of 200 and 150 litres (250 kilos); also in kerosene and naphtha tins and in small tins of 1 kilo. Used as a wood preservative on fencing posts, etc.

Naphthalene, sublimated, in flakes and also distilled.—Used in fur curing.

Ferrous-cyanide of soda.

Prussian blue.

Carbon-di-sulphide is obtained by the distillation of charcoal and imported Italian sulphur.

From Argentine maize.

Alcohol: Fine 96°, gray lassac; extra 96.5°, gray lassac; neutral 96.6°, gray lassac; extra neutral 96.8°, gray lassac; absolute 100°, gray lassac; denaturized for lighting, 95°; denaturized for heating, 87°. Amylic alcohol; carbonic acid gas, cylinders of 10 and 20 kilos; maize oil; maize grease; sulphate of copper; and sulphate of iron.

Various sources (Italian sulphur, etc.).

Five acid factories are making sulphuric, nitric, and muriatic acid, and one of them is making sulphuric ether. The sulphuric acid is 65½° Baumé, the total yearly output amounting to 600 tons.

Sulphate of copper, 94 per cent pure, is made to the extent of 2,000 tons yearly by two of the acid factories.

Sulphate of soda for glass making is made by one factory. Three factories produce carbonic acid gas for the use of soda water makers.

A factory in the province of Buenos Aires makes large quantities of glucose for use in brewing and confectionery business.

Sulphate of iron is made by two of the factories and by a distillery.

Sulphurous anhydrous is made by one acid factory.

In addition to the making of the products enumerated in the foregoing paragraph, there is a certain amount of "elaborating" or compounding of imported ingredients done locally. The raw or semi-raw material—talcum powder for example—is imported in bulk and put up for sale in tins, purchased from a local can maker who, in turn, imported the tin plate in boxes. The saving in freight on the container and the substance thus effected is appreciable at any time, but considerably more important when rates of ocean freight are high. In addition to the reduction of freight charges, an important saving is made on the amount of duty payable, the Argentine Tariff being protective of local industries wherever possible. Raw and semi-raw materials are, almost without exception, allowed entry into the Republic on payment of the 5 per cent or 10 per cent rate of ad valorem duty, whilst the same materials, elaborated, would pay a duty equal to 35 per cent or 40 per cent ad valorem. Hops and malt pay an ad valorem duty of 5 per cent and 10 per cent respectively, whilst a bottle of

imported beer pays a duty of 10 cents gold. This local compounding or elaborating of imported commodities for the purposes of reducing costs by minimising freight charges and avoiding payment of customs duties, is in reality, the basis of a large proportion of the local industries.

ARGENTINE IMPORTS, VALUE OF THE MARKET

As already stated, the local manufacturing industry is not very important, the output being neither very large nor very varied, and the Republic therefore has to depend upon importation for the bulk of its requirements in drugs, chemicals, pharmaceutical products, oils, polishing pastes, etc. The importation of these articles was steadily and rapidly increasing before the war, as will be seen from the Argentine Customs statistics relating to imports of "Chemicals, Drugs and Phamaceutical Products." It must be mentioned here that the customs values are calculated in gold dollars according to fixed official valuations (dated 1906), and are therefore, only utilized in this report for the purpose of showing, comparatively, the quantities imported from year to year. A rough estimate of the true commercial values of the imports can be obtained by adding 50 per cent to figures relating to years prior to 1914, and 80 per cent, 110 per cent, 140 per cent and 170 per cent respectively, to those covering the years 1914, 1915, 1916 and 1917 respectively.

Statistics of imports, by countries, are reproduced below:—

Imports of Chemicals, Drugs and Pharmaceutical Products

Does not include: Asbestos, Sulphur, Lime, Graphite, Putty, Talcum or Sulphate of Lime (Plaster of Paris)

Countries of Origin	1913 $ Gold	1916 $ Gold
France	3,280,000	2,252,796
United Kingdom	2,876,000	4,917,388
Germany	2,707,000	39,217
U.S.A.	2,543,000	3,923,849
Canada	3,036	....
All countries	15,193,000	12,497,000

	1917 $ Gold	1918 $ Gold	1919 $ Gold
All countries	9,480,000	9,929,264	15,134,475

Imports of Colours and Dyes, by Countries

Includes: White Lead, Aniline Dyes, Dry Colours, Red Lead Gums, Varnishes and Ink

Countries of Origin	1913 $ Gold	1916 $ Gold
United Kingdom	1,085,000	826,290
Germany	728,000	909
U.S.A.	286,000	602,005
France	176,000	108,953
Canada	57	....
All countries	2,535,000	1,718,000

	1917 $ Gold	1918 $ Gold	1919 $ Gold
All countries	1,616,000	3,544,084	5,378,167

Heavy Chemicals for Industrial Purposes

The following is a list of heavy chemicals imported for use in manufacturing industries. The quantities shown (in tons) relate to the year 1913, which has been selected as being a typical pre-war year.

	Importation 1913 in tons		Importation 1913 in tons
Resin	16,086	Aniline dyes	253
Caustic soda	7,785	Muriatic acid	225
Soda Solway	6,442	Chlorate of potash	189
Alum	6,393	Oxide of zinc	189
Carbonate of soda	5,264	Nitrate of potash	164
Soda ash	4,860	Acids (other)	158
Silicate of sodium	4,964	Chlorhydrate of ammonia	125
Miscellaneous chemical products	3,530	Citric acid	126
Glucose	2,894	Arsenic	117
Bicarbonate of soda	2,638	Carbonate of ammonia	93
Calcium chloride	2,130	Other ammonia products	73
Sulphate of alumina	1,856	Gelatine	71
Tartaric acid	1,765	Carbonate of potash	59
Sulphate of baryte (impure)	1,636	Sesquisulphide of phosphorus	51
Peroxide of magnesia	1,439	Methyllic aldehyde	43
Carbon-di-sulphide	1,176	Tannic acid	44
Chloride of sodium (salt)	841	Carbolic acid	39
Sulphuric acid	679	Cyanides, alcaline	27
Chloride of lime	679	Carbonic acid	25
Nitrate of soda	648	Lead oxide	15
White (sulphite of baryte)	545	Nitric acid	14
Anhydrous ammonia	509	Fluorhydric acid	9
Acetic acid (diluted)	418	Prussiate of potash	5
Bisulphite of sodium	339	Bicarbonate of potash	1

From an examination of the most recent industrial census available, certain information has been obtained regarding those industrial establishments in Argentina which are likely to import heavy chemicals. These establishments, together with their annual output, are listed below:—

Commodities	Number of establishments	Annual output $ Canadian	Annual imports of raw material $ Canadian
Acids, specifics, salts	37	2,760,000	186,000
Matches	6	1,316,000	318,000
Soap and candles	117	3,270,000	1,528,000
Paints and varnishes	14	1,359,000	271,000
Chemical products	17	1,953,000	470,000
Dyeworks	116	1,783,000	166,000
Liquors	137	7,700,000	570,000
Distilleries (alcohol)	6	1,019,000	42,000
Packing houses	8	40,000,000	106,000
Ice	27	1,019,000	127,000
Textiles	4	560,000	9,340
Polishing pastes	2	30,000	7,000
Tanneries	118	10,600,000	679,000
Fur curing	67	2,125,000	403,000
Soda water	58	1,783,000	170,000
Ink, sealing wax, gum	4	420,000	114,000

Other products imported for direct consumption

Amongst the commodities imported by the trade for general consumption, the following are selected as being the more important, and some notes regarding the method of marketing are appended:—

IMPORTATION DURING 1913

	Tons		Tons
Calcium carbide	9,009	Dynamite	231
Colours, prepared	5,663	Peroxide of hydrogen	201
Candles, stearine	4,133	Oxide of zinc	189
Colours, dry	3,063	Benzine	183
Turpentine	2,279	Sulphate of magnesia	133
Prepared and proprietary medicines (gold)	$1,994,524	Coal tar	131
	Tons	Glycerine	127
White lead	1,433	Dextrine	127
Sulphate of copper	1,376	Boracic acid	89
Laundry blue	1,021	Borax	43
Glue	810	Carbonate of magnesia	30
Red lead	740	Camphor	23
Varnishes	621	Shellac	19
Hypho-sulphate of soda	576	Chloroform	11
Sulphate of iron	555	Prussian blue	11
Artificial manure, etc	546	Rennet	10
Blacking	431	Sulphate of copper (pure)	9
Candles, paraffin	376	Collodion	3

Calcium carbide is imported by a dozen or more importing firms (including five local representatives of Canadian, English, American and Norwegian makers), who stock and resell to automobile and bicycle accessory dealers, hardware stores, etc., or book orders for direct shipment according to circumstances. Two of the importers make a speciality of the trade in the country house lighting. This product cannot be imported through the port of Buenos Aires in quantities, but has to go to the subsidiary port of La Plata. A Canadian manufacturer would require a local representative.

Pharmaceutical products and proprietary medicines are mostly brought in to the order of the wholesale druggist, of whom there would be some twenty-five large enough to import for their own account. Three of the largest English and American manufacturers of pharmaceutical products have branch houses here engaged exclusively in calling on the wholesale drug trade. Twenty or thirty more English and American makers are represented by agents who devote the whole or part of their time to the business according to the particular circumstances. Proprietary articles such as toilet and shaving soap, infants' foods, disinfectants, codliver oil emulsions, tonic remedies, etc., are being sold and pushed by resident agents of the several makers.

Impure sulphate of copper is brought in by large hardware houses, agricultural implement houses, seedsmen and by importers catering to the wine trade of Mendoza. Impure sulphate is made locally on a fairly large scale.

Three universally known marks of laundry blue are imported by the sole agent of the makers for account of, or for resale to, the hardware dealers.

A large proportion of hypo-sulphite of soda and other photographic chemicals are purchased from the factories direct by the local retailers of photographic materials, of whom there are some twenty in Buenos Aires. Eight French, English and American makers of cameras and photographic material have placed their Argentine business in the hands of some one of these large retailers, and one American maker, perhaps the largest of all, has recently opened a branch office and warehouse here.

An English firm of varnish manufacturers had a virtual monopoly of this market for many years, but recently American makers have been more in evidence then formerly, and the output of the local factories is also increasing. The English firm's interests are supervised by a local representative. There is still an opening for new brands of first quality.

Artificial manures and fertilisers are brought in by two or three firms who specialize in this line. They maintain connections with country stores who retail their products, and they also circularize the larger consumers. Two of these firms represent English manufacturers and handle their respective products exclusively.

Argentina is not a large consumer of fertilizers, the need for advanced methods of agriculture not having yet been felt.

The glue which is imported comes mostly from Italy, France, and formerly from Germany. It is clearer, lighter and stronger than the kind made here and exported, and is mostly used by carpenters. An English, an American and a French maker each have a local representative booking orders for shipment direct to clients.

The brands of boot polishes and pastes most widely known and advertised in Europe and America, are being sold here by wholesale and retail boot stores. The representatives of thirteen manufacturers book orders from the wholesale saddlery and boot makers supply warehouses, who take the goods into stock for distributing among retailers. The locally made polishes cannot compete in quality with the imported.

Sulphate of iron is imported by large hardware houses and seedsmen for use in the country districts in spraying. It is also made in two of the local factories.

The sulphate of magnesia trade used to be a German monopoly. It is largely employed in veterinary practice.

The crude glycerine made in the Republic is of a dark colour something like treacle, and is not sufficiently refined for use in the drug trade. The representative of a large English candle maker is selling pure glycerine put up in small bottles for use in the drug trade. The bulk of Argentine-made crude glycerine is exported. A fine white, 30° Baumé glycerine is now being made by a packing house.

Borax is imported in packets for sale to the consuming public. A certain amount of locally-made borax is used for industrial purposes, but its quality is not equal to the imported.

Prepared colours, dry colours, white lead in oil, red lead, turpentine, oxide of zinc, Prussian blue, etc., are purchased by the large paint shops and paint grinding mills from representatives of foreign manufacturers. Germany used to supply most of the white lead required by the paint trade, but during recent years a well known American lead company has secured the bulk of the trade. The product of this company is nearly all pure carbonate of lead and is guaranteed pure. Some Canadian white lead in oil has been sold, but the fact that analysis showed it to contain a larger number of ingredients, including oxide of zinc, than the American product, militated against its acceptance by large public companies. The Canadian white lead, however, gave very satisfactory results in practical tests and this is a product which could be largely sold here.

Dry colours formerly came almost exclusively from Germany, but are now being imported from France, Italy, United Kingdom and United States of America. They are now imported in ¼ and ½ kilos paper packets for the use of the paint trade and in barrels of from 50 to 100 kilos for use in the making of tiles and mosaics, articles which are widely used in Argentina.

Prepared paints have been mostly imported from England and the war has not affected the source of supply to a very large extent. The United States, however, is increasing its exports to Argentina, imports from that country having increased during recent years. The American brands of prepared paints most sold are those which are being pushed by resident agents who cause a certain amount of display work and propaganda to be done.

United States exporters have now almost completely replaced the German manufacturers who formerly supplied Argentina with red lead.

Dextrine is another product which formerly came almost exclusively from Germany but which now is being obtained from North America. It is used principally in the boot trade, though certain quantities are required for paper making and for cardboard box making. Canadian dextrine could be sold here. Some dextrine is made locally from maize.

TRADE NOTES FROM NEW ZEALAND

Trade Commissioner, W. A. Beddoe

Commercial Situation

Auckland, May 30, 1921.—The commercial situation is perplexing. There is a steady demand for manufactured goods of all classes, but the trouble is how to pay for them. The banks have not varied their policy much, and transmitting money from New Zealand is difficult. The situation may be generally stated as follows:—

(1.) Canadian banks are not discounting New Zealand paper freely.

(2.) New Zealand banks are not establishing foreign credits freely.

(3.) In cases where goods are sold cash on documents, a c.i.f. and e. sale (whether discounted or not), the banks collect the money in cash here and transmit it by letter of credit on London at sixty or ninety days.

With respect to No. 3, it will be observed that the consignor must necessarily be out of his money for several months, assuming his paper has not been discounted. In case of discount, the discounting bank experiences a like delay, and this involves interest charges. The whole trouble arises because the banks here have exhausted their London balances, and these balances cannot be replenished until New Zealand produce arrives in London. This produce cannot move freely from New Zealand until the stocks now in store here at the order of the Imperial authorities have been moved.

A very embarrassing condition has been created by reason of English manufacturers sending along orders—some of which had been actually cancelled three years ago—at war prices. This was accentuated by the filling of orders several years old, which had not been cancelled.

After discussing the financial situation with managers of two of the largest banks in New Zealand, it may be stated with authority that within the past few weeks credits have been issued to certain high-class houses, and the tension in this regard is being relieved.

National Finances of New Zealand, 1920-21

The public accounts for the year ended March 31, 1921, are now available and show a surplus of £6,192,232. Receipts and expenditure, compared with the figures for the previous year, are as follow:—

	1920-21	1919-20
Revenue	£34,260,962	£26,081,340
Expenditure	28,068,730	23,781,924
Surplus	£ 6,192,232	£ 2,299,416

United States Emergency Tariff as it Affects New Zealand

The duties imposed under the Emergency Tariff Act which most interest New Zealand are:—

Wool: Greasy 15 cents per pound ad valorem, washed 30 cents, scoured 45 cents.
Wheat: 35 cents bushel, wheat flour 20 per cent ad valorem.
Fresh or frozen beef, lamb, mutton: two cents per pound.
Prepared or preserved meats: 25 per cent ad valorem.
Butter and substitutes: six cents per pound.
Cheese and substitutes: 23 per cent ad valorem.
Apples: 30 cents per bushel.

United States Revocation of Passport Regulations

The regulations of the United States Government providing that the passports of passengers travelling to ports outside the United States must be vised before permission to land at American way ports could be granted, has been cancelled. The United States Consulate-General at Auckland has been notified by the Department of State at Washington, by cable, that an executive order of the president of recent date provides that all non-American passengers destined for ports outside United States territory will not need to have their passports vised in order to land at ports of call within such territory during the period the vessel remains in port, and provided they intend to continue the voyage to their destination on the same vessel.

This order applies to Honolulu, the Panama Canal zone, and the Philippines. Travellers proceeding to destinations in other countries through United States territory will be required to have the usual visa. The regulation now revoked has been a source of considerable dissatisfaction on the part of passengers by the Vancouver mail steamers in connection with the call at Honolulu.

AUSTRALIAN CUSTOMS DECISIONS

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, May 30, 1921.—Under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of material and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MINOR ARTICLES FOR USE IN THE MANUFACTURE OF THE UNDERMENTIONED GOODS WITHIN THE COMMONWEALTH

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use be given to the satisfaction of the Collector within six months, or such further time as the Collector may allow, after delivery by the Customs).

Bedsteads—
- Square close-jointed tubing over 1 inch internal diameter.

For the manufacture or repair—
- Knives and forks (table, dessert, fruit and fish) handles in the rough.

Lighting systems—
- Brass tubing quarter inch and under external diameter.

Metal goods—
- Copper and brass scrap.

Printed music—
- Punched metal plates.

Rubber goods—
- Zinc sulphide.

Paper bags—
- Kraft browns, substance not exceeding 30 pounds per ream of 480 sheets, 20 x 30 inches, imported in reals from 8 inches to 60 inches wide, the diameter of the reals to be not less than 18 inches.

Ploughs—
- Mouldboard plates in the flat, whether cut to shape or not.

Typewriter ribbons—
- Ribbon fabric, uninked.

MACHINE TOOLS AND PARTS

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines.)

Metal working—
- Combined filing and setting (automatic) machines for band saws.
- Notching and marking machine for manufacture of weighing machines.
- Tilting furnace.
- Vertical 4-roll electrically-driven plate bending machine.

Rope and cordage making—
- Card clothing (or lagging).
- Card clothing pins.
- Gills.
- Gill pins.
- Drawing frame pins.
- Jennie pins.
- Spreading pins.
- Hackle chains and chain drives for flyers, with sprockets and wheels, belt rods and oil baths, complete for automatic spinners.
- Automatic top cart, to work in conjunction with traveller when laying up ropes and to carry the tops, mounted on wheels.
- Twist frames (6 x 4), with stop motion.

Rubber working—
- Tubing machine for the manufacture of garden hose, gas tubing, perambulator cords, and vehicle tires (solid).
- Tire calendar machine, 30-in x 84-in.

Soap and candle making—
- Gluten thermo devitalizing and drying machine.

Wood working—
- Automatic veneer drying machines.

Miscellaneous—
- Grease expressing plant, for recovery of grease from treatment of wool (consisting of pumps, presses, tanks, etc.).
- Notching machine for notching piano sounding board bridges.
- Statistical tabulating machines, including machine specially constructed for use in conjunction therewith for punching, sorting, or verifying cards or other accessories used in or in connection with such tabulating machines.

TOOLS OF TRADE FOR ARTISANS AND MECHANICS AND TOOLS IN GENERAL USE

(When not made wholly of wood, and not being machines).

Valve truers.

Clamps, or cramps, portable, except bar (but including T-bar and cramp heads).

The above specified minor articles and machine tools and parts, and tools of trade are now admitted (for the purposes specified) free of duty if from the United Kingdom and at the rate of 10 per cent ad valorem if from any other country, including Canada.

MARKET FOR FOREIGN FOOTWEAR IN BRAZIL DECLINING

Major E. L. McColl, Canadian Trade Commissioner in Rio de Janeiro, in response to inquiries, writes under date June 3, 1921, that the market for foreign footwear is a declining one. Before the war all boots and shoes were imported. Since then American machinery has been brought in, and boots and shoes are manufactured locally so that the importation has fallen off considerably. The imports for the years from 1916 to the first months of 1920 are as under, in kilogrammes:—

1916	1917	1918	1919	1st 6 months 1920
32,903	10,928	7,533	7,452	5,446

The following are the tariff duties imposed on footwear:—

Boots, long	20$000
Laced ankle boots and shoes	1$200 to 14$000

These duties are payable 45 per cent paper and 55 per cent gold. Paper to gold is roughly as 1 to 4. There is a 2 per cent gold port tax and other small warehouse dues, which total another 1 per cent ad val. The final duties in Canadian money will therefore be roughly:—

Boots, long	$8 00
Laced ankle boots and shoes, 50 cents to $5.50 plus 3 per cent ad valorem for port tax and other dues, payable in gold.	

The value of the paper milreis is taken as 15 cents Canadian.

THE FINANCIAL AND MARKET SITUATION IN BRAZIL

Major E. L. McColl, Canadian Trade Commissioner

Rio de Janeiro, June 2, 1921—The business situation has not improved to any appreciable extent during the month of May. Owing to the continued low value of the milreis, many importers are declining to take their merchandise from the customs house. In some cases the duties amount to more than the invoice value of the goods. Sometimes these goods are paid for by the importer, and then, rather than pay the duties, they are abandoned, to be sold later at auction by the customs authorities. Thus a great many importers are able to supply their needs at a much lower cost by buying at these sales rather than by ordering abroad. Many methods have been discussed for reducing the customs charges, but no measure of relief is in sight, and in the meantime goods are not being taken up and importers refrain from contracting new obligations.

There is one redeeming feature in the situation, and that is the desire of the Brazilians generally to meet all obligations. This was shown by the total lack of support which the moratorium project had met. The statement of one prominent Brazilian, that "we will sell our clothes and furniture before we declare a moratorium," seemed to be the general feeling.

The coffee situation shows slight improvement, although the artificial bolstering of prices by Government purchases has decreased foreign bills. The United States of America and European countries are buying from hand to mouth. The first instalment, to the extent of $25,000,000, of a Federal loan of $50,000,000, has been successfully floated. However, only $15,000,000 of this was available to the Government, and this amount did not cause any rise in the milreis. Banks have an abundance of money, but their rates are 10 per cent., and only first-class paper is considered. Even then they do not seem to be anxious to do business, preferring to hold rather than to run risks. The result is that importers and exporters find great difficulty in financing transactions. However, although conditions are no better and no worse than for the month of April, there is an optimistic feeling among bankers and merchants for the coming month of June.

The quotations of the milreis to the American dollar for the month of May were as follows:—

High, 7$276, low, 7$725. Average 1st week, 7$673; average 2nd week, 7$518; average 3rd week, 7$349; average 4th week, 7$472.

THE TOKYO PEACE EXHIBITION

Mr. A. E. Bryan, Canadian Trade Commissioner, Yokohama, writes under date June 4, that the Tokyo Peace Exhibition, which is to be held under the auspices of the Tokyo Provincial Government, takes place from March 10 to July 3, 1922. The purpose of the exhibition is to show the progress of Japanese industry and also to promote international trade.

The exhibition will consist of ten departments, the most important being the Industrial Department, the Food Department, the Foreign Trade Department.. In the Foreign Trade Department, the industries of China, the South Pacific islands and South America are to be represented. In the Foreign Department, various foreign exhibits which are of great importance in the industrial development of Japan, will be shown. The expenditure on the exhibition is estimated at 6,000,000 yen.

The exhibition buildings will cover an area of 15,000 tsubo (1 tsubo=6 x 6 feet). From this 1,500 tsubo, or about 54,000 square feet, have been set apart for foreign exhibitors. Besides this, foreign exhibitors will be allowed to build special exhibit

buildings. A discount varying from 20 to 50 per cent may be given on the freight payable on exhibits if such exhibits are shipped on Japanese steamers and railways. Customs import duties and consumption taxes will not be levied on foreign exhibits. However, if such goods are sold during the exhibition, import duties must be paid.

Ten per cent of the exhibition space is to be devoted to foreign exhibits. The charge for space is .70 cents per square foot, but if foreign exhibitors would like special buildings of their own, no rent is charged.

Applications for space must be received at Tokyo not later than October 31, 1921.

Mr. Bryan is of the opinion that Canadian firms interested in the Japanese market, particularly on the Pacific coast, should participate in this exhibition, which he states is to be the most important that has ever been held in the Orient. There is a market in Japan of 60,000,000 people who, particularly when business conditions become more normal, will always be ready to purchase from Canada. The Dominion has already supplied to Japan large quantities of wood pulp, timber, and metals, as well as smaller quantities of dried fish and provisions.

Copies of the rules and regulations of the exhibition, which contain forms of application, are on file at the Department of Trade and Commerce, Ottawa, and will be at the service of Canadian firms interested on communicating with the Director, Commercial Intelligence Service (quote file No. 27097).

The second and concluding part of this report will be published in the next number of the *Weekly Bulletin.*

RATIFICATION OF AUSTRALIAN COMMONWEALTH CUSTOMS TARIFF

TRADE COMMISSIONER, D. H. ROSS

Melbourne, Australia, May 30, 1921—During the last fortnight, the Commonwealth Parliament has been engaged in debating the customs tariff which has been in operation since March 25, 1920. Up to this date, 135 items (of the total number of 429 items in the tariff) have been passed through the House of Representatives without much adverse criticism.

So far as the Lower Chamber is concerned, the duties have been fixed—without any material alteration from the schedules introduced over a year ago—on the following divisions:—

1. Ale, Spirits, and Beverages.
2. Tobacco and Manufactures thereof.
3. Sugar.
4. Agricultural Products and Groceries.
5. Textiles, Furs, Attire and Manufactures thereof.

The next division for ratification is that of Metals and Machinery, in which the contentious items of agricultural implements and machinery are likely to cause protracted debate, through the imposition of extremely high customs duties on these necessary lines for the development of primary production.

It will be noted that, before the measure is finally ratified, the tariff has to be passed by the (elective) Senate, but, as the Government supporters control that Chamber, it is unlikely that there will be many (if any) items referred back to the House of Representatives for reconsideration. At the recent rate of progress, it is quite possible that the tariff will be enacted much earlier than the Department of Trade and Customs anticipated.

As outlined in former reports, the Minister for Trade and Customs has repeatedly stated that when the tariff is ratified, he will then be in a position to consider the question of trade agreements with other Dominions and with foreign countries also.

IMPORT AND EXPORT TRADE OF POLAND

The Consul General of Poland, Montreal, writes that in 1920 Poland drew most of her supplies from Czecho-Slovakia, which furnished about 33½ per cent of the total manufactured goods. But in January the United States and Rumania also had a fair share of the import trade, chiefly due to large grain imports. As to exports, the greater portion went to Germany, and after that country came Austria and Czecho-Slovakia. Polish trade with Great Britain at present is mainly on the barter principle, the chief commodity received from Poland being sugar. It is, however, anticipated that Polish exports soon will include timber and later on, foodstuffs. The imports most urgently required include machinery of every description and artificial fertilizers. When sufficient fertilizers are secured the country will be in a fair way to become self-supporting in the matter of agricultural products.

THE FRENCH SEED TRADE

Lt.-Col. Hercule Barre, Canadian Trade Commissioner, Paris

June 8, 1921.—There is a big market in France for all kinds of seeds, although it is at the time of writing very adversely affected by the rate of exchange. Importers complain that particularly last year, although they wished to buy seeds, prices were too high. However, it is stated that with any improvement in exchange, opportunity for trade in this line will largely increase. The Canadian seeds which are chiefly needed in France are Manitoba Marquis wheat, peas, Canadian blue grass, clover (or alsike) and white clover. Buyers here express themselves as very satisfied with the quality of all the Canadian cereal products, and in this line, they are very particular as to the quality of their purchases. Since early in the war, the French Government has done all buying, but with the removal of control on August 1 next, private merchants look forward to increased trading. For actual sowing, a good deal of home-grown seed is used. Seeds are generally packed in bags of 5 kilogrammes.

PUBLICITY

With a view to making the different varieties of Canadian seed products better known in France, it is recommended that samples be sent to the Directeur de la Station d'Essais, 4 rue Cervantes, Paris, for the purpose of analysis and trial by practical experiment. The results of these tests are published and commented upon by the Department of Agriculture, and if their verdict is favourable, the various agricultural publications throughout the country will pass the information on to their readers. In this way, wide publicity can be assured to a good product, and it is a practical way to increase sales. It is also desirable, with this end in view, that all kinds of Canadian seeds should be shown at the many agricultural and horticultural exhibitions which take place in France from time to time.

QUOTATIONS

From the commercial point of view, importers here are unanimous in declaring that the goods should be quoted in French currency and metric weights (francs per 100 kg.) c.i.f. to a French port. The difference in the French and English pound, and also in the Canadian and American dollar, give rise to many unnecessary complications and uncertainties. Indirectly, this has a very bad effect on all foreign trade which is at present very unsettled. Canadian exporters are strongly advised to adopt this suggestion if they wish to do any business of real importance in this country.

WHEAT

Concerning spring wheat, the quality of the Canadian grain was much appreciated in France during the war. Regret is expressed here that Manitoba wheat was not known earlier, as its rapidity of growth enables it to be sown quite late and thus lengthens the spring sowing period. By using this grain, farmers have been able to grow wheat in all parts of France, whereas previously it could only be grown in regions having a suitable climate. Conditions have now become normal, and the former French varieties of wheat, which are more productive than those of Canada, are being for the most part sown. However, Canadian winter wheat can still be used in the colder regions where the ordinary varieties would not ripen. Winter wheat is also grown in the South of France. Agricultural experts state that Canadian winter wheat is of equal quality to French winter wheat. With regard to Manitoba wheat, it is objected that it is a mixture of several varieties in uncertain proportions. The Marquis wheat which has become known here and is considered more satisfactory than Manitoba (Red Fife) has good possibilities of a market. As a rule, special importations for sowing are not made as ordinary Canadian wheat is found to be so good. A good deal of home-grown seed is also used for this purpose. The Manitoba No. 1 is very highly spoken of here; it is preferred graded in the Dominion rather than at New York, as the former is found to be of better quality. Hard wheat is used for macaroni, etc.; it was formerly imported from Russia, now some come from Morocco and Algiers, the latter duty free. It is forecasted by merchants here that this year's wheat crop in France will be light and that wheat will have to be imported. Prices are all-important here, and there is competition from North Africa and South America, and with soft wheat from Australia.

VEGETABLE PEAS

France imports vegetable peas from England, Germany, the United States and Canada. Purchasers here complain that the names under which the different brands are sold to them do not permit of their being classified or compared with the different grades grown in France. It is suggested that it would be better to designate the Canadian brands under their French names, or, at any rate, to give an indication as to which type of French peas they can be compared.

On account of the large stocks of peas at present in France, importations from North America are expected to be very restricted for some time to come.

BEANS

Before the war, some beans were imported, but lately supplies here have been sufficient.

CANADIAN BLUE GRASS

This article is entirely furnished by Canada, but there is a very small demand for it in France. It is considered inferior to grasses grown in this country.

CLOVER, HYBRID CLOVER (ALSIKE)

The importation of this article only takes place in case of a shortage in France, and consequently the demand may not be considered of any importance. A great deal of clover is grown in France. Small quantities of timothy have been imported in the past. Canadian clover is sometimes used in seed mixtures.

LINSEED

It does not appear that there is a favourable market for this article in France. Statistics are not available of the quantity sown in France, or of the amount im-

ported from abroad, and it is impossible to make any comparison between the Canadian and French article. Some linseed has, however, been imported from South America, but it is of inferior quality; a better quality comes from Morocco.

OATS

France can sufficiently supply herself and in the best varieties and there is very little field here for the Canadian seed. White oats, some of which has been imported, has a very good reputation.

CONDITION OF SMALL FRUITS IN HOLLAND

Trade Commissioner Geo. E. Shortt

Rotterdam, June 1, 1921.—Small fruits have suffered considerably through heavy night frosts during April and May. Blackberries especially have suffered. Early cherries too have for the most part been destroyed. In addition to the frosts, continuous drought has caused the berries to fall. In some parts blackberries, raspberries and red currants are suffering from insects. Conditions by localities are as follows:—

Early cherries.—In Gelderland, the land of cherries, the condition is poor while in other parts the crop has been destroyed. In Zeeland the condition is generally good.

Late cherries.—The condition is beter than of early cherries. In Zeeland and Friesland and the West part of North Brabant the condition is good. In Gelderland and some parts of Utrecht and North Brabant the condition is moderate while in other parts of Gelderland the condition is poor.

Red and white currants.—The condition varies from moderate to good. In Groningen it is bad.

Gooseberries.—The condition is generally bad in the south part of Holland, while it is moderate to good everywhere else.

Raspberries.—The condition is generally good. In some parts it is moderate and in Zuid Limburg even bad.

SAMPLES FOR MEXICO

The British Vice-Consul at Guadalajara, Mexico (Captain P. G. Holms), draws attention, in a recent report to the Department of Overseas Trade, to the lack of attractiveness of many of the samples of goods sent from the United Kingdom to Mexico. The following are examples:—

Fountain pens are sent unwrapped in thin cardboard boxes. No show-cases, show-cards, or descriptive material are provided with them for display purposes.

Excellent leather goods are packed in flimsy and inartistic cardboard boxes, with the result that the edges of the goods are liable to be damaged. Buyers complain that they have to repack these goods in more attractive boxes. In spite of this drawback, however, sales have been good.

Tweed and cashmere patterns are fastened with a brass staple, and compare unfavourably with the American method of mounting patterns in well-bound books, in which prices and details of widths, weights, etc., are neatly typewritten against each.

GERMAN COMPETITION IN IRON AND STEEL

TRADE COMMISSIONER J. E. RAY

Manchester, June 18, 1921.—Inquiries instituted in iron and steel circles reveal a good deal of anxiety regarding Germany's threatened policy of price-cutting as soon as there is exhibited the first sign of a trade revival in the United Kingdom. Already prices have been quoted on gas tubes nearly 50 per cent below the quotations of British manufacturers. It is well-known that Great Britain found Germany in pre-war days a most formidable competitor in foreign markets in connection with finished tubes of various kinds. Similar competition is again asserting itself, and it is feared that British producers, now seriously handicapped by greatly enhanced costs of production, will find the old rivalry in international markets resumed with added zest, while they on their part will be less fitted to challenge their German competitors.

Quotations are being received by some firms in the midland counties of England for steel billets, delivered, at £8 (($38·93) per ton (2,240 pounds); finished steel bars £10 10s. ($51.10) per ton, and gas strip at £12 10s. ($60.83) per ton.

Not only are British makers unable to approach these prices, but even the French and Belgian producers are in some cases outquoted. If these German quotations are inclusive of import duty, and such is believed to be the case, the low prices become all the more remarkable.

SLUMP IN TIMBER PRICES IN ENGLAND

TRADE COMMISSIONER J. E. RAY

Manchester, June 17, 1921.—For many months past the prices of Swedish and Finnish building timber have been falling. At a number of public auction sales last week, the prices realized scarcely equalled the freight rates incurred on its importation, and even the better grades commanded less than half of the spot prices prevailing twelve months ago.

The following are some of the prices obtained at the sales last week: Swedish unsorted yellow 3 x 9 deals £19 ($92.47) per standard; and 2 x 4 £15 10s. ($75.43) per standard. Fifth quality yellow deals from Sweden made £14 10s. ($70.53), as did also 2 x 7. First and second quality Finnish 3 x 10 realized £20 ($97.33) per standard; 3 x 5, £13 to £13 10s. ($63.27 to $65.70). St. John spruce 3 x 7 to 11 inches brought £11 10s. ($55.96) per standard, and 3 x 5, £10 ($48.67).

The foregoing prices are below merchant prices, but it is believed that they will have the effect of forcing down all future sales.

Several factors are contributing towards the decline in prices, among them being general trade depression, and the heavy stocks on hand and in possession of foreign shippers.

REFUSAL OF ACCEPTANCES IN BULGARIA

A British report, according to a recent number of the *Near East,* is to the effect that refusal of acceptances is becoming of more frequent occurrence in Bulgaria. Many Bulgarian importers are loaded with stocks purchased when prices were high. In most cases, the refusal of acceptances are due to the inability of the firms to withstand the long-continued strain to which they have been subjected by the abnormal conditions prevailing.

CATALOGUES FOR SOUTH AMERICAN COUNTRIES

Manufacturers have to thank Mr. W. F. Vaughan Scott, Commercial Secretary to H.M. Legation at Santiago, Chile, for a useful hint in regard to getting into touch with importers in Spanish-speaking countries, says the *British Export Gazette.* He states that in connection with the translation into Spanish of catalogues, pamphlets, leaflets and other printed matter, it is a fatal error to leave the title or most conspicuous word in English. Unless this is in Spanish, even though the subsequent material is in that language, very little gets read. This would not, we take it, apply generally to the registered name of an article, for more frequently than not such names have only the remotest connection with any language, but where the name of an article is in English it should be translated into the corresponding Spanish.

As Mr. Vaughan Scott remarks, every firm of standing in Chile, and, we would add, in every other South American market, receives a bag full of advertising matter by each mail, and it is obvious that with such a collection to choose from it is only the reading matter in Spanish that will receive any attention. It is most important, therefore, that upon taking off the postal cover the most striking wording should be in Spanish, except, of course, in Brazil, where Portuguese is essential. This at once place it amongst the few to be read instead of the many which are consigned to the nearest waste-paper basket. The suggestion is a slight amplification of the general necessity of using the vernacular of a market in seeking its trade.

FUTURE IMPORT TRADE OF POLAND

(British Board of Trade Journal)

The import trade is not likely to increase until conditions become more normal, the currency appreciates, and the buying power of the country is larger. It is readily admitted that Poland will become a buyer of foreign goods in the future not only for her own needs but as a middleman for the Russian market. The Poles have an extensive and accurate knowledge of Russia and should play an important part in the commercial and industrial regeneration of that country. German competition is likely to be very keen in this part of the world, as, having lost important colonial markets, she will probably devote special attention to the capturing of Polish trade. It is therefore essential not to consider the Polish market as a buyer of goods to be utilized only in Poland—the scope is much larger.

German and other competition was not felt much during 1920; this, as regards Germany, was perhaps due to the enforcement of special regulations by which the export from Germany to Poland of a large number of articles was prohibited by law, but such goods as have been offered are cheaper than British-made goods.

With a view to competing successfully, it will be necessary for British traders, in the first instance, to adapt their goods to local requirements, to appoint local representatives of a good standing with a thorough knowledge of the country, and to sell goods on credit, as soon as local conditions will justify the granting of it. In some branches it will be indispensable to keep stocks of goods in Poland to enable quick delivery with a view to overcoming the advantage which Germany, Czecho-Slovakia, or Austria possess, owing to their more favourable geographical position.

CANADIAN DOORS IN THE BRITISH MARKET

J. Forsyth Smith, Canadian Trade Commissioner

Liverpool, June 2, 1921.—There will be a considerable demand for ready-made doors in the Liverpool district, as soon as trade begins to pick up, and, even under present adverse conditions, fair quantities, principally Douglas fir from British Columbia, have been sold in this territory. In some quarters these have proved quite acceptable, but this timber is new to the trade, and, in many cases, there is still a preference for the Eastern Canadian or American yellow pine doors. The principal demand is for doors of four upright slat panels, not moulded, with a lesser call for doors of six raised panels, bead and cove moulded. A five-panelled door offered from Canada meets with some acceptance, but is not generally called for.

Scandinavia is making a strong bid for business, and Swedish competition will be a strong factor in the situation.

One great obstacle to business is the antagonistic attitude of labour towards imported doors, which has done much to render business difficult. The National Federation of Building Trades Operatives have, however, stated that they will raise no objection to importations, providing that the importer guarantees, and, if necessary, proves that such imported doors are made under trade union condition by trade union labour.

Liverpool door importers state, however, that what actually happens is that the working carpenters report any use of imported doors to their unions and a demand is then made on the importer to produce evidence of the doors having been made under trade union conditions. If this cannot be done, the doors cannot be used, as the men will not work except on their own terms. If, to obviate such a possibility, the name of the manufacturing firm is first submitted by the importers to the unions, the latter usually find it necessary to write to members of the Federation in Canada, to secure their endorsement of the manufacturers as employers of union labour. In the meantime business is held up, and in many cases the importer gives up the effort to import in disgust.

To obviate such difficulties, the Federation were approached with a suggestion that lists of Canadian door manufacturers, complying with the necessary labour conditions be endorsed once for all by the labour unions here, thus obviating the necessity for investigation in the case of each particular shipment. The General Secretary of the Amalgamated Society of Woodworkers, the branch of the Federation specially concerned, has indicated that this procedure would be quite satisfactory from their standpoint, and that, on receipt of the necessary evidence in connection with such a list, his society would circularize local unions on the subject, and do everything possible to facilitate business. It is learned that this step has already been taken by Swedish manufacturers, whose product is thus freed from the handicap that affects sales of Canadian doors.

STATE CONTROL OF SPANISH INDUSTRIES

(*Board of Trade Journal*)

A Royal decree of 20th May, 1921, states the *Gaceta de Madrid*, authorizes the Ministiro de Fomento, in consideration of the special protection which has been conferred on the iron, steel, and coal industries of Spain by the new provisional tariff which came into force on 21st May, to exercise control over the prices at which the products of these industries shall be sold.

The minister may also require the iron and steel industries to consume Spanish coal and the mining industry to supply it at prices subject to his approval. Similar conditions may be imposed, under penalty of a reduction of the tariff, on any other industry which is protected in the same way.

TENDERS INVITED

Australia

Copies of tender forms, specifications, and drawings have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railway Department, Melbourne, and the Western Australian Government Tender Board, Perth.

These tender forms, specifications, and drawings are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa, (refer file No. 26137).

Tenders in conformity to the specifications and drawings should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia, and to the Agent General for Western Australia, Savoy House, Strand, W.C.2., England, respectively.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAYS

No.	Date of Closing	Particulars
34132	August 24, 1921.	Supply and delivery of motor generator set, accessories, and switchgear, as specified.
34171	August 31, 1921.	Supply and delivery of 132 sets accumulator cells and accessories for electric lighting of rolling stock, as specified.
34172	August 31, 1921.	Supply and delivery of 71 sets electric lighting equipment (axle generator system), and 72 sets main car switches, chopper type, for rolling stock, as specified.
34198	September 7, 1921.	Supply and delivery of 16 sets air brake equipment and spares, as specified.
34191	September 14, 1921.	Supply and delivery of one hydraulic pig iron breaker, including tools, gears, accessories and spares, as specified.

WESTERN AUSTRALIAN TENDER BOARD

No.	Date of Closing	Particulars
75A. 1921	July 21, 1921.	Supply and delivery of 400 pairs of finished car and wagon wheels, axles and tires, to drawings and as specified.

South Africa

Documents in connection with contracts for the Rand Water Board, Johannesburg, have been received from Mr. W. J. Egan, Canadian Government Trade Commissioner at Cape Town. The contracts are two in number, one (contract No. 204) for the supply of about 140,000 feet of pipes, valves and specials, and the other (contract No. 205) for the supply of 89,000 feet of pipes, valves and specials, all for the Rand Water Board, Central House, Johannesburg. Copies of the general conditions, specifications, schedules and forms of tender are on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application to the Director, Commercial Intelligence Service (quoting File No. 23770). Tenders must be received at Johannesburg before noon on Tuesday, the 6th September, 1921, and complete delivery must not exceed twelve months from the date of order to proceed. Tenders are to be accompanied by a certified cheque or cash deposit for £1,000, which the Board may retain if the tenderer withdraws his offer within six weeks of the date when tenders are opened. No tender will be considered unless accompanied by the deposit referred to above.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), and Winnipeg; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3201. **Agricultural Machinery.**—A Liverpool firm ask for quotations on ploughs, sifters, cleaners, reaping machinery, etc., with a view to export to the continent.

3202. **Agricultural Tools.**—A Liverpool firm ask for quotations on agricultural tools, hay forks, hay rakes, etc., for export to the continent.

3203. **Leathers.**—A London firm of leather merchants and importers are open to receive offers from Canadian manufacturers of sole leather and leathers used by the saddlery, fancy and bookbinding trades, more especially those prepared to appoint agents.

3204. **Asbestos Manufactures.**—A Manchester firm is open to purchase asbestos millboard, yarns and plaited packings, cloths and metallic yarn 1-16″ thick. Samples should accompany prices.

3205. **Alimentary products.**—Belgian co-operative society with branches at Antwerp, Gênes, and Cologne, desires connections with first class Canadian exporters of canned lobster, canned and tinned fruits and other exportable food products.

3206. **Oats.**—Firm of commission merchants desires to obtain the representation for Cuba of Canadian dealers and exporters of oats.

Inquiries from West Africa

The following inquiries have been received from Mr. W. J. Egan, Canadian Trade Commissioner at Cape Town, who has recently returned from a mission of investigation into the possibilities for Canadian trade in the British and French colonies in West Africa. An exhaustive report by Mr. Egan on this subject is now in the press, and will shortly be published.

3207. **Foodstuffs.**—A number of West African firms trading in several centres of West Africa, and indenting all their requirements through their headquarters in England or France, ask for samples, when possible, and price lists, pamphlets, catalogues, labels, and other data, on any of the following lines:— Flour, biscuits, fish (preserved), meats (preserved), milk (condensed), fruit (preserved), vegetables (preserved), ale, beer and porter, aerated waters, bacon and hams, (tinned); baking powder; breakfast foods in tins; butter in tins; cheese in tins; chocolates, confectionery, boiled sweets, pickles; salt, sauces, soups; starch and blue; sugar, syrup, vermicelli and macaroni (tinned); whiskies; and any proprietary line for grocery trade.

3208. **Iron and Steel, Hardware and Metal Goods.**—A number of West African firms will be glad to receive, when possible, samples and catalogues, price lists, or other data, on such lines as enamelware, lanterns, tinware, iron bedsteads, wire mattresses, hardware, bolts and nuts, metal door and window furniture, cutlery, chains, carpenters' tools, hand saws, crosscut saws, files, rasps, etc., flat irons, hoes, matchets, adzes, hinges, hasps, iron and brass kettles, locks, meat choppers, nails, plyers, punches,

punchers, cotter-pins, pipes and piping and fittings, screws, scales, shovels and spades, spanners, spikes, stoves, animal traps, trowels, valves, wire, bar and rod iron and steel, iron sheets (galvanized, plain and corrugated), ironware (galvanized), iron pots, and any other general line of shelf goods for a hardware department, also brushware.

3209. **Building Materials**.—West African importers of building materials request information of every kind from Canadian manufacturers and shippers of lumber, timber, building board, cement, roofing, paints, oils, asbestos sheets, tar and pitch, and any other material suitable for tropical countries.

3210. **Furniture**.—Inquiries are made by West African firms for catalogues, price lists, and when possible, samples of K.D.S. furniture of all kinds, musical instruments, such as organs, folding harmoniums, pianos, electroplate ware, glassware, earthenware, and other household goods.

3211. **Wearing Apparel**.—A number of West African firms, with head offices in England and France, are in the market for underwear, knitted goods, ready-mades, umbrellas, men's waterproof coats, smallwares.

3212. **Boots and shoes, leather goods, etc.**—A number of West African houses are desirous of obtaining quotations on boots and shoes, leather goods, trunks, suit cases, attache cases, etc.

3213. **Machinery Supplies**.—A Gold Coast firm, specialising in machinery and supplies, will be glad to receive from Canadian engineering specialists catalogues, prices and shipping data.

3214. **Bicycles, Motor Cycles, Motor Cars, Lorries and Hand Wagons**.—Catalogues, illustration price lists, with full explanation of offers, are requested by a number of West African firms.

3215. **Mining materials**.—Catalogues and other data are requested by several West African firms handling the general range of mining material.

GERMANY'S EXPORT REVIVAL MAINLY CONTINENTAL

What are the chief directions of German's renewed export trade? says the *British Export Gazette*. That is a question we are frequently asked, and we are able to answer without hesitation: "In the neutral countries of Europe." Before the war only some 20 per cent of Germany's exports were absorbed by these markets; but last year the proportion was as much as 51 per cent, the trade with Holland having shown the greatest increase, viz. from 6·9 to 21·2 per cent. In other words, Holland is now purchasing a larger proportion of German exports than the whole of the neutral countries of Europe in 1913. Needless to state, the purchases of German goods by Allied countries have declined. Formerly Great Britain, France, Belgium, and Italy took over 30 per cent of Germany's exports; last year the proportion dropped to little more than 15 per cent. The United States on the other hand, is taking the same percental share (7 per cent) of German goods as before the war.

GERMANY'S NON-EUROPEAN TRADE

But in view of the above figures, we may well ask where is the indication of German's rapid resumption of trade in Asia and South America and other parts of the world of which so much has been heard? Altogether the statistics from which we have quoted—and they are official—show that at the present time 82.8 per cent of Germany's entire exports are absorbed by Europe, while the United States takes 7.2 per cent. That leaves exactly 10 per cent for all the rest of the world—not a very formidable competition considering that some 36 per cent of Great Britain's very much larger export trade, excluding Imperial markets, is with non-European countries. Such a fact, however, does not by any means suggest that British firms should ignore German efforts to regain an important share of non-European commerce. Precisely the reverse.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Hoerda,* Canadian Steamship Lines, Ltd., about July 7; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., about July 8; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about July 8; *Porsanger,* Canada Steamship Lines, Ltd., agents, about July 12; *Metagama,* Canadian Pacific Ocean Services, Ltd., about July 15; *Megantic,* White Star-Dominion Line, about July 16; *Victorian,* Canadian Pacific Ocean Services, Ltd., about July 22; *Melita,* Canadian Pacific Ocean Services, Ltd., about July 29; *Canada,* White Star-Dominion Line, about July 30.

To London.—*Canadian Trapper,* Canadian Government Merchant Marine, Ltd., about July 6; *Tamaqua,* Furness Line, about July 7; *Vindelia,* Cunard Line, about July 8; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about July 9; *Tarantia,* Cunard Line, about July 15; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about July 16; *Wyncote,* Furness Line, about July 22; *Vennonia,* Cunard-Anchor Line, about July 22; *Venusia,* Cunard Line, about July 29; *Scotian,* Canadian Pacific Ocean Services, Ltd., about July 30.

To Glasgow.—*Canadian Navigator,* Canadian Government Merchant Marine, Ltd., about July 8; *Saturnia,* Anchor-Donaldson Line, about July 23; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about July 24.

To Cardiff and Swansea.—*Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about July 23.

To Hull.—*Tamaqua,* Furness Line, about July 7; *Oristano,* Furness Line, about July 24.

To Newcastle-on-Tyne.—*Cairngowan,* Thomson Line, about July 10; *Cairnvalona,* Thomson Line, about July 24.

To Avonmouth Dock.—*Concordia,* Cunard Line, about July 17; *Bothwell,* Canadian Pacific Ocean Services, Ltd., about July 22; *Turcoman,* Dominion Line, about July 23.

To Manchester.—*Manchester Port,* Furness, Withy & Co., about July 14.

To Belfast.—*Dunaff Head,* Head Line, about July 15; *Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30.

To Dublin.—*Dunaff Head,* Head Line, about July 15; *Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30.

To Southampton.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about July 23.

To Leith.—*Cairnmona,* Thomson Line, about July 5; *Cairngowan,* Thomson Line, about July 10; *Cairnvalona,* Thomson Line, about July 24; *Scatwell,* Thomson Line, about July 31.

To Rotterdam.—*Mercer Victory,* Rogers & Webb Line, about July 12; *Neshobee,* Rogers & Webb Line, about July 15; *West Kebar,* Rogers & Webb Line, about July 25; *Lord Londonderry,* Head Line, about July 30.

To Havre.—*Sicilian,* Canadian Pacific Ocean Services, Ltd., about July 9; *Scotian,* Canadian Pacific Ocean Services, Ltd., about July 30.

To Hamburg.—*Mercer Victory,* Rogers & Webb Line, about July 12; *Neshobee,* Rogers & Webb Line, about July 15; *West Kebar,* Rogers & Webb Line, about July 25; *Lord Londonderry,* Head Line, about July 30.

To Antwerp.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about July 23; *West Kebar,* Rogers & Webb Line, about July 25.

To Naples and Genoa.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about July 27.

To Havana (Cuba).—*Canadian Sealer,* Canadian Government Merchant Marine, Ltd., about July 5.

To Australian and New Zealand Ports.—*Durham,* New Zealand Shipping Co., Ltd., about June 15; *Canadian Mariner,* Canadian Government Merchant Marine, Ltd., about July 23.

To Rio Janeiro, Santos (Brazil), Montevideo, and Buenos Aires.—*Canadian Miller,* Canadian Government Merchant Marine, Ltd., about July 20.

To St. John's (Nfld.).—*Mapledawn,* Canada Steamship Lines, Ltd., about July 4; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about July 8; *Manoa,* Canada Steamship Lines, Ltd., about July 15.

To India and Far Eastern Ports.—*Crewe Hall,* Ellerman-Bucknalls, about July 15; *Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about July 15.

To Barbados, Trinidad, and Demerara.—*Canadian Pathfinder,* Canadian Government Merchant Marine, Ltd., about July 8.

To Nassau, Kingston, and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., about July 5.

From Quebec

To Liverpool.—*Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about July 5; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about July 19; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about July 30.

From Halifax

To British West Indies.—*Chaudiere,* Royal Mail Steam Packet Company, about July 8.

To Liverpool.—*Sachem,* Furness, Withy & Co., Ltd., about July 8.

To St. John's (Nfld.)—*Rosalind,* Red Cross Line, about July 8.

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about July 13.

From North Sydney

To St. John's, Newfoundland.—*Sable I.,* Farquhar & Co., Ltd., every Saturday.

To St. Pierre et Miquelon.—*Pro Patria,* about July 13 and July 27.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Royal Mail Line, about July 9.

To Calcutta.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about August 10.

To New Zealand and Australia.—*Waikawa,* Canadian-Australasian Royal Mail Line, July 25.

To Sydney, Melbourne, and Auckland.—*Canadian Importer,* Canadian Government Merchant Marine, Ltd., about July 25.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Russia,* Canadian Pacific Railway (Ocean Traffic), about July 21.

To Kobe, Shanghai, Manila, Hong Kong, and Singapore.—*Grace Dollar,* Robert Dollar Line, about July 29.

To Kobe, Yokohama, Shanghai, Taku Bar.—*Canadian Exporter,* Canadian Government Merchant Marine, Ltd., about July 27.

To Kobe, Shanghai, Hong Kong, and Manila.—*Bessie Dollar,* Robert Dollar Line, about July 27.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, Ltd., about July 16; *Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about August 11.

To Yokohama, Kobe, Manila, and Hong Kong.—*Talthybius,* Blue Funnel Line, about July 16.

To London, Hamburg, Rotterdam, Amsterdam, and Antwerp.—*Kinderdijk,* Royal Mail Steam Packet Company, loading about August 1.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House. Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry. Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

(Revised to June 24, 1921)

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Annual Report of Weights and Measures, Electricity and Gas (d).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Trade between Canada and the British West India Colonies (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (E.)

Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916).
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade with China and Japan (1914).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Toy Making in Canada (1916).

PUBLICATIONS OF THE BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education. Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director, Weights and Measures Service, Otttawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

VOL. XXV. July 11, 1921 No. 910

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

25139—1

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa. Monday, July 11, 1921 No. 910

REVIEW OF AUSTRALIAN TRADE IN 1919-1920.

TRADE COMMISSIONER D. H. ROSS

I.

Melbourne, Australia, May 30, 1921.—As in former years, it is now possible, from the trade returns of the Commonwealth made available this month, to illustrate the trend of Australian trade with all countries—but more particularly with Canada—during the fiscal year which ended on June 30, 1920. The figures disclose a contraction of £3,360,827 in the value of the imports, and an expansion of no less than £35,859,533 in the exports, when compared with the previous year.

Improved shipping facilities were reflected in the record exports, which were largely of primary products (wheat, flour, wool, meats, butter, etc.), upon which the Imperial Government had made substantial monetary advances at a much earlier period. In the schedules appended, comparisons are made with previous years, but it is admitted that, under present conditions, the figures cannot convey any indication of what results trading in the immediate future may bring.

The bearing of the European conflict in 1917-18 and a portion of 1918-19 upon Australian oversea trade is aptly illustrated in the following statement:—

	1917-18	1918-19	1919-20
Australian imports	£ 62,334,449	£102,335.159	£ 98,974,292
Australian exports	81,429,221	113,963,976	149,823,509
Total trade	£143,763,670	£216,299,135	£248,797,801
Total trade per head	£29 2s. 7d.	£42 19s. 11d.	£47 8s. 4d.

Imports increase	1918-19 over 1917-18	£40,000,710
Imports decrease	1919-20 from 1918-19	3,360,867
Exports increase	1918-19 over 1917-18	32,534,755
Exports increase	1919-20 over 1918-19	35,859,533
Total trade increase	1918-19 over 1917-18	72,535,465
Total trade increase	1919-20 over 1918-19	32,498,666

OVERSEA TRADE OF THE DIFFERENT STATES

The relative trading importance of each Australian state is illustrated in the appended schedule showing the values of imports and exports in 1919-20. The principal ports at which the imports were landed and the exports shipped were respectively Sydney, Melbourne, Brisbane, Adelaide, Fremantle, Hobart and Darwin.

	1919-20 Imports	1919-20 Exports
New South Wales	£44,691,959	£55,017,065
Victoria	33,788,287	43,124,940
Queensland	7,218,694	14,403,922
South Australia	7,473,893	20,530,355
Western Australia	4,959,062	14,459,097
Tasmania	813,341	2,010,503
Northern Territory	29,056	277,627
	£98,974,292	£149,823,509

AUSTRALIAN IMPORTS IN 1917-18 TO 1919-20

The direct Australian imports from the United Kingdom in 1919-20 were valued at £43,112,670, of which £38,516,436 is credited as the produce or manufacture of Great Britain. The direct imports from Canada in 1919-20 are given at £2,640,383, but "made-in-Canada" goods imported through all sources were valued at £2,640,280 The country from which goods are exported is rarely the country of origin of all its exports. The imports into the Commonwealth according to country of shipment are tabulated thus:—

	1917-18	1918-19	1919-20
United Kingdom	£24,871,350	£37,971,346	£43,112,670
Canada	1,778,320	2,283,978	2,640,383
Other British possessions	11,472,640	20,373,639	13,654,409
Total British countries	38,122,310	60,628,963	59,407,462
Total Foreign countries	24,212,139	41,706,196	39,566,830
Total imports	£62,334,449	£102,335,159	£98,974,292

COMPARISON OF FREE WITH DUTIABLE IMPORTS

The appended schedule gives the figures relating to the free and dutiable imports into Australia with the customs duties collected:—

	1918-14	1919-20	—Decrease +Increase
Free imports of merchandise into Australia	£36,822,721	£38,443,794	+£1,621,073
Dutiable imports of merchandise into Australia	58,441,399	60,484,412	+ 2,043,013
Specie and Bullion imports	7,071,039	46,086	— 7,024,953
Total imports	£102,335,159	£98,974,292	—£3,360,867
Customs duties collected	£ 12,080,361	£14,352,761	+£2,272,400

IMPORTS FROM THE UNITED KINGDOM, CANADA AND THE UNITED STATES

The United Kingdom, Canada and the United States, conjointly, contributed £64,983,027 of the total of the imports valued at £98,974,292 in 1919-20, leaving £33,991,265 to be credited to other countries. The United Kingdom imports aggregated a moderate increase, whereas Canada (in comparison with the previous record year) and the United States figures indicated an almost corresponding decrease.

The trend of the importations of Canadian goods and products in comparison with those from the United Kingdom and the United States, for the last two fiscal years, is shown in the appended schedule, and is also reviewed in more detail in subsequent paragraphs.

Australian imports	1918-19	1919-20	+Increase —Decrease
Total imports of United Kingdom origin	£34,584,611	£38,516,434	+£3,931,823
Total imports of Canadian origin	2,844,050	2,640,280	— 203,770
Total imports of United States origin	27,183,792	23,826,313	— 3,357,479

AUSTRALIAN IMPORTS FROM OTHER COUNTRIES

The other countries credited with imports into Australia in 1919-20 were Java (chiefly sugar), £6,327,935; Japan, £4,222,511 (as compared with £8,203,725 in the previous year); France, £2,422,304; Sumatra, £1,421,471; Switzerland, £959,826; Norway, £831,909; Sweden, £793,945; Italy, £581,038; Dutch Borneo, £531,867; and many smaller amounts from minor countries to which attention is not considered necessary.

AUSTRALIAN IMPORTS FROM CANADA 1917-18 TO 1919-20

The appended comparative statement of Australian imports from Canada, during the fiscal year under review, is submitted for the information of Canadian manufacturers and exporters:—

Articles	Value 1917-18	Value 1918-19	Value 1919-20
Cheese	......	£ 11	£ 44
Fish, frozen	£ 2,396	3,274	6,081
Fish, preserved in tins	275,597	184,970	190,770
Fish, other	250	1,194	366
Sausage casings	1,061	621	651
Other animal foodstuffs	4,597	4,263	428
Fruits, fresh and dried	12,423	......	......
Flour (wheaten)	......	......	253
Oatmeal	......	......	46
Other prepared cereals	61	12	268
Other vegetable foodstuffs	363	117	1,917
Spirits	55,884	127,165	3,982
Animals, living	220	......	519
Apparel and attire	22,297	17,571	53,593
Boots and shoes	13,898	30,212	75,087
Corsets	64,296	53,491	50,106
Piece-goods cotton, etc	257	4,416	23,044
Sewing silks etc	158	309	4,838
Other textiles	11,540	38,707	8,732
Oils, fats and waxes	5,637	1,983	1,613
Paints and varnishes	4,057	25,990	6,894
Ores and metals	17,702	46,844	20,116
Agricultural implements	169,786	334,929	223,259
Engines	8,867	11,495	12,224
Printing machinery	792	1,211	206
Other machinery	9,190	13,358	25,614
Metal manufactures	145,375	329,954	202,361
Rubber manufactures	18,350	185,162	311,380
Leather manufactures	7,829	19,308	25,053
Furniture	192	782	739
Timber	92,768	50,576	111,602
Wood manufactures	11,297	10,895	7,274
Printing paper	359,642	548,380	503,157
Stationery and paper, n.e.i	71,805	200,655	142,581
Jewellery, etc	10,130	14,219	16,652
Dental, etc., instruments	3,414	2,129	2,915
Medicines and drugs	18,858	18,175	24,466
Arms and explosives	......	17,235	8,179
Musical instruments	11,619	10,881	21,151
Bicycles and parts	5,124	2,522	2,989
Vehicles, motor cars and parts	196,109	423,991	518,399
All other articles	33,227	107,043	30,731
Total imports, produce or manufacture of Canada	£1,667,068	£2,844,050	£2,640,280

INCREASES AND DECREASES IN IMPORTS FROM CANADA

The principal increases in importations from Canada in 1919-20 over the previous year were: frozen fish (by £2,807); tinned fish (£5,800); vegetable foodstuffs (£2,355); apparel and attire (£36,022); boots and shoes (£44,875); piece goods, cotton, etc. (£18,628); sewing silks (£4,529); machinery, other than agricultural and printing (£12,985), rubber manufactures (£126,218); leather manufactures (£15,745); timber (£61,026); jewellery, etc. (£2,433); medicines and drugs (£6,291); musical instruments (£10,270); motor cars, etc. (£94,408).

The principal decreases in importations from Canada in 1919-20 were fish, other than tinned or frozen (£828); animal foodstuffs, other than sausage casings (£3,835); spirits (£123,183); corsets (£3,385); textiles, other than piece goods, etc. (£29,975); paints and varnishes (£19,096); ores and metals, (£26,728); agricultural implements (£111,670); printing machinery (£1,005); metal manufactures (£127,593); wood manufactures (£3,621); printing paper (£45,223); stationery and paper, n.e.i. (£58,074); arms and explosives (£9,056); other unspecified articles (£76,312).

AUSTRALIAN EXPORTS IN 1917-18 TO 1919-20

The huge value of Australian exports of merchandise (as apart from specie and bullion) aggregated £143,189,293 and easily constitutes a record, exceeding the previous best year (1918-19) by no less than £38,415,520.

In the following schedule the total value of the exports for the years under review illustrate Australian trade within the Empire and with foreign countries:—

	1917-18	1918-19	1919-20
United Kingdom	£37,674,674	£ 61,603,958	£ 80,784,096
Canada	785,130	891,529	312,452
Other British possessions	21,687,017	28,767,744	27,537,484
Total British countries	£60,146,821	£ 91,263,231	£108,634,032
Total foreign countries	21,282,400	22,700,745	41,189,477
Grand total exports	£81,429,221	£113,963,976	£149,823,509

EXPORTS OF SHIPS' STORES

The value of stores shipped on board oversea vessels in Australian ports is not included in the general exports. The figures in recent years are shown thus:—

	1917-18	1918-19	1919-20
Ships' stores exported	£1,389,291	£1,765,367	£2,688,371

MERCHANDISE AND SPECIE EXPORTS COMPARED

The following schedule shows the relative position in the trade returns of the exports of merchandise and specie of Australian and other origin:—

Exports from Australia	1918-19	1919-20
Australian merchandise	£101,862,040	£138,011,233
Other merchandise	2,911,733	5,178,060
Australian specie and bullion	4,164,761	6,558,091
Other specie and bullion	5,025,442	76,125
Total Australian produce	106,026,801	144,569,324
Total other produce	7,937,175	5,254,185
Grand total exports	113,963,976	149,823,509
Excess exports over imports, 1918-19	11,628,817	....
Excess exports over imports, 1919-20	....	50,849,217

CANADIAN TRADE WITH AUSTRALIA

The value of goods—the produce of Canada—imported into Australia during the fiscal year of 1919-20 is given at £2,640,280 or $12,831,760, showing a decrease in comparison with the previous year of £203,770 or $990,322.

Australian exports to Canada in 1919-20 were valued at £312,452 or $1,518,516, a decrease of £579,077 or $2,814,314 in comparison with the previous year.

The figures in relation to Australian imports of goods of Canadian origin and the Australian exports to Canada, in recent years, are shown thus:—

	Imports from Canada	Exports to Canada	Total trade
1914-15	£1,235,452	£ 388,562	£1,624,014
1915-16	1,527,023	721,448	2,248,471
1916-17	1,408,091	*6,392,579	7,800,670
1917-18	1,667,068	785,130	2,452,198
1918-19	2,844,050	891,529	3,735,575
1919-20	2,640,280	312,452	2,952,732

*Includes gold specie £6,000,000.

AUSTRALIAN EXPORTS TO CANADA 1919-20

No direct shipments of Australian goods and products (of any consequence) have yet been made to eastern Canadian ports. While cargo steamers have, for a number of years, loaded at Montreal and St. John for Australian ports, they have been unable to secure sufficient freight for direct return to the Atlantic seaboard. Thus practically all the direct shipments of Australian products for Canadian points

of destination have been made by either the mail steamers from Sydney, N.S.W., to Victoria and Vancouver, or by transpacific cargo steamers giving a somewhat intermittent service to and from Vancouver.

During the last year the Canadian Government cargo steamers have been placed in the Australian trade from both British Columbia and Atlantic ports, and ardent hopes are expressed that these services will be maintained. Australian exports to Canada are shown thus:—

Articles	1917-18 Value	1918-19 Value	1919-20 Value
Foodstuffs of animal origin—			
Butter	£ 19,214	£ 11,589	......
Meats	18,735	43,086	£ 21,011
O her	2,334	17,684	3,037
Vegetable products	151,980	79,454	50,469
Spirits, etc	11	......	5,238
Animal substances—			
Hides and skins	159,441	327,344	125,101
Wool	322,683	201,086	......
Other animal substances	19,608	39,282	63,833
Apparel, textiles, etc	81	3,915	4,107
Oils, fats and waxes	49,052	119,991	16,163
Coal	......	......	3,763
Metals, manufactured	826	808	10,940
Timber, undressed	6,504	2,364	1,405
All other articles	34,661	44,926	7,385
	£785,130	£891,529	£312,452

The principal increases in Australian exports to Canada in 1919-20 were spirits (£5,238); animal substances other than hides, skins and wool (£24,551); coal (£3,763); manufactured metals (£10,132).

The principal decreases in Australian exports to Canada in 1919-20 were butter (£11,589); meats (£22,075); other foodstuffs of animal origin (£14,647); vegetable products (£28,985); hides and skins (£202,243); wool (£201,086); oils, fats and waxes (£103,828); undressed timber (£859); other unspecified articles (£37,541).

AUSTRALIAN TRADE WITH THE UNITED STATES

As outlined in former reports, Australian importations of manufactured goods and products from the United States are, to a very considerable extent, analogous to Australian importations from Canada. Many lines of manufactures are quite similar in character, hence Canadian manufacturers and exporters are directly interested in the growth of the trade transacted by their chief competitors in oversea markets.

During the period of the war and the various disabilities which so far, in this time of trade reconstruction, have been experienced by other countries, it is not surprising that manufacturers in the United States succeeded in increasing their exports to Australia far beyond the figures attained in pre-war normal years. The results achieved have, in the main, been derived from effective representation, either by direct travellers or through local agents, combined with the services of New York commission houses which have branch offices and sample rooms—under capable and energetic management—established at the principal Australian importing centres.

The appended schedule gives a summary of the value of the imports and exports, and the total trade in recent years:—

	1917-18	1918-19	1919-20
Australian imports from United States	£15,456,002	£27,183,792	£23,826,313
Australian exports to United States	10,650,034	9,009,425	11,129,937
Total trade	£26,106,036	£36,193,217	£34,956,250

Decrease of imports from United States, 1917-18 from 1916-17	£ 422,155
Increase of imports from United States, 1918-19 over 1917-18	11,727,790
Decrease of imports from United States, 1919-20 from 1918-19	3,357,479

IMPORTS FROM THE UNITED STATES

The following table gives the classification and value of merchandise of United States origin, showing increases and decreases, imported into the Commonwealth in 1918-19 and 1919-20:—

	1918-19	1919-20	+Increase −Decrease
Foodstuffs of animal origin	£ 205,063	£ 429,137	+£ 224,074
Foodstuffs of vegetable origin	241,732	199,617	− 42,115
Beverages (chocolate, cocoa, etc.)	78,085	30,744	− 47,341
Spirits and alcoholic liquors, etc.	15,826	1,331	− 14,495
Tobacco and preparations thereof	1,527,937	2,459,191	+ 931,254
Live animals	698	14,404	+ 13,706
Animal substances (glue, etc.)	30,419	19,644	− 10,775
Vegetable substances (resin, seed, etc.)	168,653	237,574	+ 68,921
Apparel, textiles and manufactured fibres	4,109,844	2,906,214	− 1,203,630
Oils, fats and waxes (kerosene, etc.)	2,495,611	2,071,183	− 424,428
Paints and varnishes	326,615	150,682	− 175,933
Stones and industrial minerals	42,030	35,687	6,343
Metals and ores, manufactured	335,340	245,125	− 90,215
Machinery and manufactures of metal, including motor cars, bicycles, etc.	8,509,002	8,101,993	− 407,009
Rubber and leather manufactures (not boots)	1,009,402	1,065,866	+ 56,464
Wood, raw and manufactured (furniture, lumber, etc.)	1,209,175	1,335,016	+ 125,841
Glassware, plaster of Paris, etc.	587,569	251,907	− 335,662
Paper, printing, etc.	2,442,333	1,287,938	− 1,154,395
Jewellery, clocks and fancy goods	319,656	258,840	− 60,816
Instruments, optical, surgical, etc.	472,394	624,674	+ 152,280
Drugs, medicines, chemicals, etc.	1,284,492	876,931	− 407,561
Electrical material, musical instruments, etc.	1,768,780	1,220,557	− 548,223
Gold, silver, and bronze specie	3,136	2,058	− 1,078
Total imports of United States origin	£27,183,792	£23,826,313	−£3,357,479

EXPORTS TO UNITED STATES

Particulars of exports to the United States in 1919-20, compared with 1918-19, are shown in the appended table:—

	1918-19	1919-20	+Increase −Decrease
Foodstuffs of animal origin	£ 157,088	£ 363,267	+£ 206,179
Foodstuffs of vegetable origin	1,405,418	272,302	− 1,133,116
Animal substances (wool, hides, skins, etc.)	6,128,845	9,223,816	+ 3,094,971
Vegetable substances	457,819	99,516	− 358,303
Apparel, textiles, etc.	20,166	21,068	+ 902
Oils, fats and waxes	75,784	115,036	+ 39,252
Stones and minerals	......	18,854	+ 18,854
Metals not manufactured, and ores	676,305	650,552	− 25,753
Machinery and metal manufactures	2,952	20,145	+ 17,193
Rubber, leather, etc.	12,857	101,617	+ 88,760
Wood (timber, etc.)	42,816	7,400	− 35,416
Paper and stationery	2,648	5,765	+ 3,117
Jewellery, precious stones, etc.	3,817	11,361	+ 7,544
Drugs, chemicals (eucalyptus oil, etc.)	7,124	45,631	+ 38,507
Miscellaneous articles	15,786	173,607	+ 157,821
Total exports of Australian origin	£8,528,108	£10,858,336	+£2,330,228
Total exports of other produce	481,317	271,601	− 209,716
Total	£9,009,425	£11,129,937	+£2,120,512

[The succeeding articles in this series will deal with Importations into Australia of Interest to Canada.]

ANTICIPATED EXPANSION OF AUSTRALIAN WOOLLEN INDUSTRIES

C. HARTLETT, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Melbourne, May 30, 1921.—During the course of the debate on customs duties now before the Australian Parliament, the Minister of Customs announced, when dealing with the schedule rates on woollen goods, which provide for ad valorem duties ranging from 35 per cent British preferential to 45 per cent general tariff, that he had received information that if the duties now in operation were passed some of the great wool manufacturing firms in the United Kingdom intended to establish extensive works in Australia.

The Minister further stated that he was not in a position to make public the names of the firms who contemplate establishing themselves in Australia, but he believed the country was on the threshold of one of the greatest industrial developments it had ever seen.

The Commonwealth Statistician estimates that if the whole of the wool produced in Australia were scoured locally it would provide employment for 7,750 additional workers, whilst if it were all converted into cloth 106,500 additional mill workers would be required. With their dependents, this would mean that the woollen industry would support something like 440,000 people. In addition the workers and their families would have to be fed, clothed and provided with other necessities of life, which would vastly extend the field of remunerative employment for many thousands of producers, factory hands, carpenters, bricklayers and others.

Whether the industry will show anything like the expansion indicated by the Minister must remain a matter of conjecture for some time to come, but, in the meantime, the established woollen industry in Australia will undoubtedly enjoy the advantage of extremely high protective duties.

PROHIBITION OF EXPORTATION OF AUSTRALIAN WOOL

By a proclamation dated May 9, 1921, the export of wool from Australia at a price lower than the reserve agreed upon as the official reserve in respect of wool of that type, is prohibited for a period of six months from that date.

A subsequent customs regulation decides the reserve price at which wool may be exported as "the reserve to be notified by the company known as the British Australian Wool Realization Association Limited (termed by the trade and press, for abbreviation, as Bawra) to the Minister for the purposes of the proclamation dated the ninth day of May, 1921, relating to the export of wool, as being the reserve on wool of each type, shall be determined by that company, in accordance with the principles upon which the reserves on wool were determined by the Central Wool Committee in respect of wool of the season of 1919-20, and shall be such a reserve as will, with the reserves similarly determined in respect of all other types of Australian wool, produce an average reserve of eightpence per pound for an average Australian wool clip.

"In this regulation the Central Wool Committee means the body of that name constituted under the War Precautions (Wool) Regulations, 1916.

"For the purposes of this regulation the average of the Australian wool clips for the seasons 1917-18, 1918-19, and 1919-20 shall be deemed to be an average Australian wool clip."

It is further stipulated that every person desiring to export wool from the Commonwealth during the continuance of the proclamation shall, prior to the shipment of the wool, supply to the Collector of Customs at the port of shipment:—

(a) in the case of wool purchased in Australia on or after the date of the proclamation (not being wool on consignment for sale overseas), a statutory

declaration, or other evidence to the satisfaction of the collector, that the wool was purchased by the person on whose behalf it is being exported, at a price not lower than the reserve agreed upon as the official reserve in respect of wool of that type; and

(b) in the case of wool consigned for sale overseas, an undertaking or security, to the satisfaction of the minister, that the wool will not be sold, either publicly or privately, at a price lower than an amount which represents the equivalent of the reserve agreed upon as the official reserve in respect of wool of that type, plus the freight and other charges on the wool from the port of shipment in Australia to the place of sale overseas.

"If any wool in respect of which an undertaking has been given in pursuance of the last preceding regulation is sold at a price lower than the amount provided for in the undertaking, the person who gave the undertaking shall be guilty of an offence." The penalty for non-compliance with the regulation is £50.

EXPERIMENTS IN PAPER MAKING IN AUSTRALIA

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, May 30, 1921.—The present shortage and high price of paper in Australia is being so severely felt that most of the large metropolitan dailies have been compelled to advance their prices to double the pre-war charge. Considerable sums of money have been expended in experimenting with Australian woods in endeavours to produce a satisfactory newsprint in commercial quantities at a reasonable price, but so far without success. The most promising attempt is contained in the work of the Forest Products Laboratory in Western Australia, which, with the financial assistance of various newspaper owners, has been experimenting for some time. A model paper-making plant, which was purchased at a cost of £650, was used in the experiments, and the samples produced are complete, except for surfacing.

It is claimed by the laboratory that newsprint equal to the best Scandinavian and others could be produced from karri waste obtained from timber mills. The karri is a very hard timber, the inner portion of which is a mahogany colour, but no difficulty was experienced in bleaching it out. The breaking strength of this paper is stated to be 1·2 per cent greater than Scandinavian paper, and it is confidently expected that it can be produced at less than £12 per ton. At present enormous quantities of karri waste are burned at the timber mills in Western Australia, which could be obtained for paper making at a nominal cost.

Samples made from bleached and unbleached pulp obtained from silky oak, mountain gum, spotted gum, blackbutt, and mountain ash, have also been produced by the laboratory. The latter (mountain ash) is said to make the strongest class of paper suitable for ledgers, etc., and supplies of the timber are available in sufficient quantities in the state of Victoria to more than supply the needs of the whole of the Commonwealth.

A "digester" to deal with five tons of pulp is being installed in the laboratory to give a better idea of commercial costs, and if it can be proved that the proposition is a payable one, it is announced that some of the large newspaper companies will provide the money to establish the industry on a suitable scale.

CANADIAN FOOTWEAR IN SCOTLAND AND IRELAND

Major Gordon B. Johnson, Trade Commissioner

Glasgow, June 21, 1921.—It is possible to say that a fair market for Canadian boots and shoes might be worked up in Scotland, and when conditions become more settled, in Ireland also. For many years American boots and shoes have been sold in considerable numbers in this country, and with the more favourable exchange with Canada and with a sentimental preference for Canadian goods throughout Great Britain as to be of high practical importance, there seems to be no reason why Canadian footwear of equal quality and price should not find and keep equally as good a market.

MARKET DEMAND FOR DAMP-PROOF SHOES

Footwear of medium to good quality and prices would be the most saleable—neither the most expensive nor the cheapest. While some members of the trade in the Glasgow and Edinburgh areas think that women's shoes (in this report "shoes" will be used in the American sense to include the terms "boots" and "shoes" as used in Great Britain) would have the better chance of a market, others think that men's shoes would be more favoured, or equally favoured. It is the writer's opinion that women's would be more readily sold. It should not be forgotten that the British climate is a wet one, and that "rubbers" as used in Canada in wet weather are rarely used here, and then largely confined to women and children. It is possible to walk through the streets of any big city in this country on a wet day for a considerable time without seeing a single pair of rubbers, and then only worn by women and children as a rule. A shoe to be saleable therefore, must for men and largely for women also, have a considerable degree of damp-proof qualities. As men wear rubbers practically not at all, and as Canadian shoes are made for a Canadian public habituated to rubbers, and which therefore do not possess, speaking generally, the waterproof qualities of English and Scottish shoes, it is reasonable to conclude that women's shoes rather than men's would find readier reception, especially as women's shoes in any case would not be subject to the same hard wear in all weathers as men's.

It is the general opinion that Canadian shoes for this market should follow the prevailing Canadian fashions without any aggressive or extreme features. Styles of footwear in this country do not change, or change very slightly, and moderation and permanence in styles are the prevailing notes. In purchasing a pair of shoes here the customer is not tied down to the one prevailing fashion (which in this country does not exist), as he largely is in Canada and the United States, but has a range of choice within the limits of moderation of style. It is certain that the extremes of style such as the raised toe and high heel in men's shoes in vogue in Canada a few years ago would find little favour here, and the present extreme pointed toe would be hardly more appreciated. But well within these extreme limits Canadian styles should be followed, although that opinion is not shared in all quarters, where it is thought that anything distinctively Canadian or American would fail to find a market. In women's shoes, however, the pointed toe would probably find favour.

A good sound shoe of good wearing qualities, and fairly waterproof for ordinary walking purposes in wet weather, retailing at 35 shillings to 50 shillings, and without any aggressive Americanism (like the bulbous toe), appears to be the outline of what would have the best chances of success in the British market. The solid high-priced British shoes of the best class selling for prices from 50 shillings to £4 or £5 are probably better in every way than those manufactured in any country, and in this grade Canadian shoes would have little or no chance. Even at the moderate prices mentioned (moderate as things now go), Canadian manufacturers to find a market here will have to provide a very sound article of honest leather and the best workmanship.

QUOTATIONS AND TERMS OF PAYMENT

Quotations in sterling c.i.f. United Kingdom ports should be given to the importers, although quotations in sterling f.o.b. vessel Canadian port of shipment would probably not be refused consideration. Quotations at inland points in Canada would be invariably disregarded.

Terms of payment depend upon whatever arrangements can be made, but it will probably be found that cash against documents in this country will be found acceptable to importers. Some importers may require credit of 30 days or even 60 days after receipt of goods. If goods are sent on consignment, terms are usually cash each month for sales. Cash in Canada before shipment will never be considered at this end.

Pilferage in transit, always a crying evil, is now so great that insurance companies are refusing to insure against this risk. Shoes seem particularly liable to pilferage, and a remedy that would be effective would be to use a tin-lined packing case. At any rate, if tin-lined cases are used insurance W.P.A. and against pilferage can be effected.

RUBBER FOOTWEAR

There should always be a considerable market for Canadian rubber footwear in this country. Although "rubbers" are not generally used, they are very popular in winter when snow is on the ground, so that enough of them are in demand to form a very considerable market. Running shoes and tennis shoes are also always in demand.

Canadian rubber footwear, apart from the thick-soled tennis shoes, usually with buckskin uppers, which are probably better made in Great Britain than elsewhere, but particularly rubber footwear made for water-resisting, is considered smarter and lighter than the English article. Where a heavy rubber shoe is required the home product would probably find most favour.

Terms and quotations in rubber footwear should be the same as for leather footwear. Firm prices should be quoted in sterling, the manufacturer taking the risk of a fall in sterling exchange, which does not seem a serious one, once the coal strike in this country, which is holding back production and exports, and therefore tending to bring down sterling exchange, is over.

THE MARKET FOR TOOL HANDLES IN SCOTLAND

Major Gordon B. Johnson, Trade Commissioner

Glasgow, June 9, 1921.—It is impossible to say exactly what proportion of the tool handles used in this country are manufactured here and what proportion is imported from abroad, mainly from the United States. One prominent firm in Glasgow state that 90 per cent of the handles bought by them before the war came from the United States and 10 per cent were made in this country. Whether that proportion is general throughout the country or not, it is no doubt true that at that time, as at present, the American manufacturers had the great bulk of the business.

American handles have a reputation in this country for finish, shape, balance, and suitable species of wood for the purpose intended, which gives them a commanding position. Canadian handles have an equally good reputation for quality. English handles, it would seem, will never seriously affect the present almost monopolistic position enjoyed by the United States makers, particularly in view of the more favourable position occupied by the latter through abundance of the raw material.

Canadian business in this line in Great Britain is a small one, so small as not to challenge comparison with American. With abundance of the most suitable woods readily available in Canada, possibly excepting hickory, which is more plentiful across the border; with a reputation for quality equal to that of the United States manufacturers; with a decided preference in the minds of the importers for articles of Canadian origin—it is necessary to explain why imports of Canadian handles have

made such small progress as to be hardly noticeable in comparison with the huge volume of American business.

There are two reasons and the principal one is price. Canadian prices range generally from 20 per cent to 100 per cent above those quoted by their American competitors at the present time. Such imports from Canada as do come in are at prices which are exceptions to this general rule. There are perhaps several reasons to explain the much lower prices quoted from the United States, but the principal reason appears to be that the immense home market enables American manufacturers to produce in such quantity as to reduce unit prices to a figure much below the cost of production in Canada, where the market is small in comparison. With Canadian prices equal to American, British importers will undoubtedly buy the Canadian article in preference. Does not this preference, then, this very large British market which with the Canadian might be called the "home" market, suggest to the Canadian manufacturer the desirability of embarking on a large-scale production which might reduce prices to the American level and so open the door to large-scale business in Britain? The orders will not go in until prices are reduced, and prices cannot be reduced, apparently, unless production is increased. There is a necessary gap to bridge which can only be done by the producers.

TERMS OF PAYMENT, QUOTATIONS AND PACKING

The other reason for the comparatively small amount of business done in this country from Canada is the terms of payment desired, in fact demanded, by Canadian shippers. Terms of cash against documents in Canada may be ruled out at once as impossible of realization. The importer here desires, and obtains, terms of at least 10 days from arrival of shipment or 30 days from date of bill of lading. In times of scarcity or of little competition, when the market is a seller's and not a buyer's market, manufacturers can dictate their own terms, however shortsighted this policy may be, but this condition is not a usual one, and sellers as a rule have to meet competition not only in price and quality but in terms as well.

It is a mistake for Canadian manufacturers to quote in United States funds to this market. This of course raises the price to the importer by the amount of the premium of United States funds in Canada. This is mentioned here because it was brought to notice by a prominent importer who was so quoted. If such a price is needed, it would be better to quote the equivalent in Canadian funds. While Canadian quotations in United States funds to parts of the world which have little knowledge of Canada and less of Canadian currency and where the exchange rate with Canada is unknown, may be desirable and indeed necessary, particularly where quotations by United States firms are competing and appear lower by comparison, such is not the case in Great Britain. A sterling quotation should if possible be given, or in the order of preference, c.i.f. Canadian currency, f.o.b. vessel shipping port, sterling, or f.o.b. vessel, shipping port, in Canadian currency. F.o.b. inland in Canada quotations are fatal to business.

Long handles as a rule are packed in jute bags sewn at the ends. As ocean freight rates are according to weight or measurement at shipping company's option care should be observed that the packing is done as tightly as possible. Short handles are packed in wooden cases.

HANDLES IN SPECIAL DEMAND

In the Glasgow and Belfast districts the market is a very large one for machinists' tools and tool handles. In the mining districts of Scotland, which produce 15 per cent of the coal output of Great Britain, pick handles are in great demand at all times. Scottish miners will not use handles other than hickory. Ash handles "fire" or blister their hands. In Ireland the market for hay forks, rakes and other agricultural tools and handles is a large one.

In these markets, prices of handles and tools, in common with most other commodities, is falling.

ENGLISH FRUIT CROP PROSPECTS

Fruit Trade Commissioner J. Forsyth Smith

Liverpool, June 20, 1921.—The present prospects for English fruits, as modified by changing conditions since the last report, are as follows:

Apples.—There has been a heavy drop on account of the prolonged period of drought, which still continues, and, if no change takes place in this connection, the crop may be considerably diminished. Present indications, however, are still for a crop above the average. The southeastern counties, the most important divisions from the competitive standpoint, report present apple prospects satisfactory. The west midland counties, next in importance, report apples generally above average, though much fruit has fallen owing to drought and cold winds. The southwestern counties report that the fruit has set well, and a heavy crop is expected. Other sections, much less in importance, average-to-good crops, with some districts below average as a result of drought.

Pears and Plums.—Crops generally will be very light on account of early frosts, and no more than a quarter crop hoped for.

Cherries.—Cherries have been seriously damaged by early frost, and will be considerably below the average.

Berries.—Strawberries have been seriously affected by the drought, which will also shorten the season. Crops are generally below the average. It is perhaps fortunate that it is so, as jam manufacturers, on account of the general trade depression, are not buying their usual quantities. Raspberries will also be affected, though to a lesser extent, by the drought. Gooseberries are, generally, below the average. Currants vary from a fair crop to one considerably below the average, as a result of drought and frosts.

AUSTRALIAN APPLES IN THE UNITED KINGDOM

Early in the year, attention was drawn to the anomaly of maintaining price control on Canadian apples coming forward in large quantities and selling at correspondingly low prices, while conceding a free market to Australasian apples, certain to come forward on a bare market, in comparatively small quantities, and to sell at prices in connection with which the consumer would certainly need protection. These expectations have been abundantly justified, and during the past month, apples from New Zealand, Australia and Tasmania have brought as follows:—Cleopatra, 28s. to 31s.; Jonathans, 21s. to 31s.; Cox's Orange, many wasty, 20s. to 24s.; sound, 30s. to 35s.; Ribstons, 24s. to 28s.; Blenheims, 24s. to 30s.; Munro's Favorite, 26s. to 28s.

AUSTRALIAN AND AMERICAN APPLES IN DENMARK

Australian apples have met a very good demand in Denmark during the past month, prices ranging as follows: Jonathans, 22 kr. to 28·50 kr.; Cleopatras, 30 kr. to 49·50 kr.; Ribstons, 27 to 30·50 kr.; Munro's Favorite, 41 to 43 kr.

A few Oregon apples have sold at 22 kr. to 24 kr. for Winesaps and 26 kr. for Newtowns.

WASHINGTON APPLES IN LIVERPOOL

Some 3,000 Washington apples, in more or less wasty condition (waste counts 1 to 20) sold in Liverpool on June 10, at 19s. 6d. to 21s.

AGITATION FOR RESTRICTED FRUIT IMPORTS

Apple importers are manifesting some concern over the agitation now being set in operation by English growers for the restriction of fruit importations into this

country during the season of heavy English production, and have addressed a protest on the subject to the Ministry of Agriculture.

While the matter is one that should be closely watched in the interests of the Canadian apple industry, it scarcely appears to constitute a very serious danger: (1) because it would involve a complete reversal of Great Britain's traditional free trade policy, and that too in the most invidious direction, i.e. against a food product; (2) because the agitators, while putting forward a strong case from their standpoint, against foreign soft fruits and vegetables, have been significantly silent as regards apples; (3) because the trade, importers, wholesalers and retailers are a unit in opposition to restriction, and so expressed themselves by unanimous vote at a recent conference; (4) because the apple embargo during the war, by forcing consumers' prices up to 2s. to 4s. 6d. per lb, before price control was imposed, has made it quite clear to the authorities that home supplies are insufficient. It is scarcely conceivable that the interests of the consumer would be sacrificed to such an extent as would be necessarily involved, to those of a comparatively small group of growers.

In any case, it seems likely that, as happened in connection with the protection given the Key Industries, that Dominion products would be exempted from the operation of any restrictive regulation. The Federation of British Growers have, in fact, announced, in this connection, that it is their policy "to secure some system of Free Trade within the Empire, by the institution of close seasons for the importation of horticultural produce from foreign countries, and by regulations based upon the relations between home supplies and home demands."

ALLOWANCE FOR DAMAGED PACKAGES

Importers are taking action in another matter of interest to Canadian apple exporters, and that is the allowance made by steamship companies for broken and damaged barrels and boxes of apples. This is now, respectively, 6s. and 3s., and it is rightly felt that this is quite inadequate, in view of the present greatly increased freight and enhanced values. An allowance made in respect of damage should bear some proportion to the loss that ensues. A maximum allowance of 6s. per barrel on apples that may be worth 45s. to 65s.; and of 3s. per box on apples that may be worth 16s. to 21s. only provides for instances of the slightest damage. In the case of serious injury, it returns an amount that is actually less than the freight paid, the net effect being that the shipper receives less than no compensation. This is a matter in which the shippers' interests are seriously concerned, and in connection with which every support should be given to the importers.

CANADA-WEST INDIES AGREEMENT RATIFIED BY BARBADOS

A cablegram from the Governor of Barbados, dated June 29, announced that the Canada-West Indies Trade Agreement had been ratified and that the new tariff would go into effect on July 1. Imports from Canada into Barbados will now be given a preference of at least 50 per cent over imports from any foreign country. Further information regarding the effect of this preference will be given in the *Weekly Bulletin* on receipt of the new tariff of Barbados.

JAPAN TO SEND SPECIAL TRADE REPRESENTATIVES TO CERTAIN CAPITALS

Mr. A. E. Bryan, Trade Commissioner to Yokohama, writes under date June 7, 1921, that he has been advised that the Japanese Government are about to despatch six special commercial representatives to Shanghai, New York, London, Singapore and Buenos Aires. These representatives will make a special study of the opportunities for business in the territories to which they have been assigned.

PROTECTIVE ORGANIZATION OF BRITISH MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND MACHINERY

Trade Commissioner J. E. Ray

Manchester, June 20, 1921.—Under the Profiteering Acts, a report has just been issued by a sub-committee which was appointed to investigate and consider the prices, costs, and profits of certain types of agricultural implements and machinery. Notes from the same should be of much interest to those engaged in that industry in Canada.

ORGANIZATION

The report states: "The Agricultural Engineers' Association comprises most of the best-known manufacturers of agricultural implements and machinery. Not all the big firms are members, but most of them are to be found in the lists. The association is an advisory body and cannot be said in any way to control prices, but it agrees on a scale of prices below which machines of certain types shall not be sold.

"In addition, this parent association is divided into sections—i.e., (1) agricultural engines and threshing machines; (2) food-preparing machinery; (3) harvesting machinery; (4) haymakers; (5) ploughs and rakes; (6) potato diggers; (7) corn seed drills and manure distributors. The policy of most of these sections is based on what has been described as 'sympathetic agreements.' The ploughmakers' section, for example, meets from time to time and formulates a policy for its particular industry. Among other matters this section is responsible for a standard costings system and the regulations of prices and discounts. Unfortunately, the methods of costing are not by any means uniform. Similarly, there is a National Traction Engine Owners' and Users' Association (with which is incorporated the National Threshing Machine Owners' Association), a section of manufacturers of swath turners and of other implements as specified above. In general, the aim of these inner sections appears to be to protect individual members from the competition of outsiders who do not belong to the Agricultural Engineers' Association and from their more serious rivals abroad."

EXPORTS

"In past years British makers, especially of engines and threshing machines, enjoyed a large measure of trade with the Continent and the overseas possessions. At the present time, however, this trade has almost disappeared, although there are signs that it is recovering from the effects of the war. There is, however, the competition of the United States and of Canada, especially with regard to harvesting and other light machinery, to be reckoned with, in addition to which there is the added and increasing anxiety of competitive efforts on the part of Germany. Of late years, before the war, the Germans, in conjunction with the United States and Canada, have captured most of the world's plough trade. Two principal German manufacturers of ploughs are Eckert, of Berlin, and Sachs, of Leipzig, both of which firms obtained an enormous trade in all the European countries east of Germany, as well as in the Argentine, South Africa, etc. Germany was also a serious rival, until comparatively recently, in the potato-digger branch of the industry, particularly in Norway, but her machines were found to be less reliable than those of British makers, who have regained some of their lost trade in this quarter of Europe. There is also an increasing volume of competition from Germany in respect of manure distributors. This German competition is exceedingly difficult to meet owing to the present exchange position and the comparatively low wages paid to German workmen.

"Food-preparing machinery and appliances to-day are finding a ready market in South America (more especially Brazil), France, Spain, Norway, Morocco, Algiers, and the Dutch East Indies, and in the early days of 1920 there were substantial orders from India.

"In regard to harvesting machinery, France, Germany, Roumania, Russia, Italy, Holland, and Scandinavia were countries in which British makers used to enjoy a fair measure of trade, but this branch has always been faced with the American and Canadian competition mentioned above. In binders the competition has been particularly severe. At the present time only two firms in the United Kingdom are manufacturing this type of machine, and they only do about 30 per cent of the trade in the United Kingdom.

"The engine and threshing machine export trade is at present stagnant.

"Corn and seed drills were imported in large quantities from Canada and the United States during the war, and these countries continue to do a considerable trade in these implements.

"In spite of German competition in certain types of agricultural implements, both Germany and the former Empire of Austria-Hungary as well as Russia, were once extensive buyers from British makers. Owing to the impoverishment of those countries it is difficult to see how this connection is to be built up again, but there is a general concensus of opinion among witnesses that trade with Russia, at any rate, should be restored at the earliest possible opportunity. It appears that in almost every class of agricultural machinery the export trade, which before the war was in a flourishing condition, has now, to a great extent, disappeared. The following is a summary of some of the reasons:—

(1) Many firms produced munitions during the war, and therefore have lost their export connections.

(2) In certain branches German competition is now becoming an important factor; in others the Americans have secured almost complete control of the markets. The International Harvester Company, for example, with its great capital resources, has always been able to grant the long credits indispensable with dealing with Russia, and already before the war the United States of America and Canada controlled the Russian markets for harvesting machinery.

(3) The English firms are comparatively small, standardization is not general, and though quality is good, costs are consequently high.

(4) The state of the foreign exchanges makes it very difficult to export to European countries.

(5) The makers complain very much of labour difficulties, arising partly from shortening of hours and in some cases from reduction of output."

DEALERS

"The dealers form the connecting link between the manufacturers and the purchasers. The bulk of the makers sell through the medium of dealers whose commissions are arranged on a uniform scale, having been fixed when the industry was under the control of the Ministry of Munitions. The dealers act as repairers of machines, and they also let out implements for hire. They advise the farmers as to suitable types, taking into consideration the nature of the land on which any particular machine is to be worked, and they also act as advertisers for the firm manufacturing the implements. There is an Agricultural Engineers' and Implements Dealers' Association which safeguards the interest of this particular branch of the industry."

PACKING AND SHIPPING FOR EXPORT TO THE BRITISH MARKET

MAJOR GORDON B. JOHNSON, TRADE COMMISSIONER

[The subjoined should be read as supplementary to the report by Mr. J. Forsyth Smith on Packing for the British Market, which dealt almost wholly with food products.]

Glasgow, June 15, 1921.—No part of the technique or machinery of overseas trade is of more importance than the packing and despatch of shipments. On the manner in which goods are packed depends their condition on arrival at destination, the amount of rail and ocean freight charged, and the amount of customs duties imposed at the port of the country of destination. Packing should be as light as possible keeping in view the strength and resistance to shocks necessary to carry intact and in proper condition to the end of the journey, not forgetting the numerous and exceedingly rough handlings to which all overseas shipments are subjected, and certainly not forgetting the possibilities of pilferage. This evil has grown enormously since a few years ago and is so great that marine insurance companies will no longer accept risks, unless the packing is especially well done. For example, tin-lined cases. If it is necessary to increase the weight by means of a heavier case with metal bands and straps in order to obtain sufficient strength, then this course should be followed. It should be borne in mind that ocean freights are charged according to weight or measurement at the option of the transporting company, so that all shipments regarding which there is a possibility of a measurement basis should occupy as little space as possible.

In the case of shipments to Great Britain where import duties apply to only a small number of articles, the wishes of the buyer should be carefully considered, as they are based on a long and thorough knowledge of overseas trade and its requirements, and on the customs and preferences of the market concerned.

Canadian methods of packing following American methods, are looked upon by importers overseas in a general way as inferior to British and Continental methods, particularly British, and this is the impression that anyone is likely to have who has knowledge of Canadian overseas trade in general. Nevertheless it is surprising, on investigation, to find so many Canadian products of diverse kinds packed and shipped not only in an exemplary manner, but in some cases in a way not reached by shippers of any other country. On the whole, however, there is decided room for improvement.

MARKING

Packages for export should be marked with the mark of the consignee, the point of destination, the serial number of the package of the shipment, the weight and dimensions. Such marks should be plainly stencilled. Labels and tags, whether tied on or glued should not be used except where absolutely necessary, and only in cases in which stencilling is inapplicable. The mark of the consignee is usually placed inside a geometrical figure corresponding to his mark in the bill of lading, the serial number of the package and the point of destination being placed outside.

Handling at the port of destination, particularly in customs houses, is facilitated if the marks are in duplicate, on opposite sides in the case of packing cases.

ASBESTOS PRODUCTS

Canada has such a preponderating supply of the world's raw asbestos that it is somewhat surprising that asbestos manufactured products are not made to a greater extent than they are in Canada itself. With almost a monopoly of the raw material, Canada might, it would seem, possess almost a monopoly in its manufacture through this natural advantage.

The following methods of packing for the British market, with weights and measurements are given. They are approximate only but will act as a guide:—

Material	Packed in	Approx. weight—lbs. Gross	Tare	Net	Approx. measur. in inches	Approx. cub. meas. in ft.
Asbestos and I.R. woven sheating..	*Trusses	256	3	253	41 x 15 x 11	4
Asbestos and I.R. woven tape.. ..	*Trusses	254	3	251	28 x 16 x 16	4
Asbestos & I.R. packings..	*Trusses	224	3	221	21 x 19 x 19	4½
Asbestos Cloth..	*Trusses	243	3	240	42 x 24 x 14	8
Asbestos yarn..	*Trusses	224	3	221	30 x 18 x 26	8¼
Asbestos fibre..	Bags	55	2	53	27 x 24 x 12	4½
Asbestos plaited packing..	*Trusses	224	3	221	39 x 27 x 14	8½
Asbestos millboard..	Crates	605	45	560	43 x 43 x 11½	12¼
Asbestos millboard..	Cases	616	56	560	43 x 43 x 11½	12¼
Asbestos millboard..	Crates	314	34	280	43 x 43 x 7	7½
Compressed asbestos high-pressure jointing..	*Trusses	224	3	221	40 x 18 x 12	5
Lubricative packing..	*Trusses	224	3	221	32 x 13 x 13	3

* May be packed in cases if desired.

BOOTS AND SHOES

These should be packed in ordinary white cartons placed in wooden cases 24 to 36 pairs to the case. Pilferage in transport is a very great evil at the present time, greater than ever before, and boots and shoes seem particularly liable to pilferage. If tin-lined cases are used, insurance W.P.A. and against pilferage can be effected.

BOX SHOOKS

The imports of box shooks into Great Britain for the dried fish trade, for example kippered herrings, is a very large one. Boxes used for this trade are 14½ inches by 10 by 5. The shooks for these are 14½ by 5 by $\frac{3}{16}$ for the tops, bottoms and sides, and 9¾ by 5½ by ¼ for the ends. It is important that the wood used should be dry and white and not resinous, otherwise any quality of wood may be used, including scrap material from the sawmills.

For shipment overseas the shooks should be made up in bundles of 50, held together by two loops of wire, the end of each bundle being marked "E," "S," "T" or "B" as the case may be, for the ends, sides, tops or bottoms.

In the case of other shooks similar methods should be adopted.

CANNED GOODS INCLUDING GALLON APPLES

Though Canadian canned fruits in general have a better flavour than Californian, the appearance of the latter, no doubt due to climatic reasons, and the methods of packing, is superior. In the matter of grading, both in size and quality, which is of the utmost importance, Canadian packers in general pay too little attention. For this reason alone a large amount of business which might be Canadian is allowed to go to the Californians, who have made a close study of grading and in this respect have almost reached perfection.

In the case of gallon apples, the complaint of the market here is that Canadian packers have failed to adopt the solid pack. For this reason a well-known United States firm during the past year have almost monopolized the market, their tins containing 6 pounds weight of apples to about 2 ounces of water, compared with the Canadian tin from Ontario and Nova Scotia containing 4 pounds of apples to 2 pounds of water. Prices in the case of the Canadian apple may be correspondingly cheaper, but the consumer does not realize this and is favourably disposed to the solid pack even at a higher price. Last year an important firm of canned goods importers in Glasgow sent a representative to Canada to buy gallon apples. He would have bought if he had been able to find a solid pack, but was unable to do so.

On arrival at this side canned fruits do not pass through customs house unless the brands are unknown and possibly contain syrup. If unknown, a sample tin is usually taken out by the customs authorities and tested to ascertain if there is any sugar on which duty should be charged. Canned fruits without syrup pay no duty.

Canadian labels on tins are as a rule not so attractive as Californian labels, although this is not always the case. Net weight of the cans should be marked on the labels.

In pears, apples, and berries, there is a good trade in Great Britain available for Canadian packers, but Californian methods of packing and shipping should be studied.

FLAXSEED

It is considered that the system of packing and shipping flaxseed can hardly be improved upon, except that it might be advantageous to barrel the seed as this would prevent any tendency to heating either in warehouse or on board ship.

Only first-grade seed will in future years be in demand in Ireland, as there is no possibility of a scarcity. The seed available from Canada, Japan, and Holland will be ample to meet the requirements of flaxgrowers outside Russia.

FERTILIZERS (CHEMICAL)

Chemical fertilizers should be shipped in double jute bags sewn at the ends. The outside bag when sewing is complete has two "lugs," one at each corner. It is suggested that manufacturers of these bags, or the shippers of the commodity, should furnish two extra "lugs" at the bottom end of the bag also. It would be much easier to handle and would diminish the temptation of the workmen to use hooks, which very often tear the bag, and certainly do nothing to improve it. Double bags are necessary as otherwise there is considerable loss through the interstices of the material.

In a recent shipment from a Continental country to New Zealand by a Glasgow merchant double bags were specified. From sheer indolence, however, the workmen filling the bags rolled up one bag of each pair and put it into the bottom of the other, filling the latter with the fertilizer. A loss of £445 was thereby incurred, and the manufacturers are now resisting the claim on the ground that, technically, double bags were *furnished.*

Such bags contain as a rule 1½ cwt. or 2 cwt.

FLOUR (WHEAT)

The packing and shipping of wheat flour from Canada is, according to the import merchants, quite up-to-date, and in every way satisfactory, and no suggestions can be offered for improvement. Flour is now shipped in 140-pound bags made of jute. Owing to expense cotton bags are no longer used.

GRAIN

The grain exporters apparently know everything there is to be known about the modern handling of wheat and other grain for shipment overseas. Methods of shipment from Canada are considered on this side to be, in most cases, perfect. The only criticism is that cargoes are frequently shipped from United States ports in United States ships, instead of from Canadian ports in ships flying the British flag. Entirely apart from patriotic reasons, which are sound enough in themselves, the service from United States ports in United States ships is inferior in every way and should be avoided by Canadian grain shippers. A further cause of complaint is that consignees are unable to claim against shipping companies for losses, and insurance companies will only give "particular average" policies. Consignees therefore appear to be helpless between the shipping and insurance companies.

KITCHEN AND HOUSEHOLD APPLIANCES

These embrace such a great variety of products that a detailed examination of packing methods is impossible, particularly in view of the fact that importers here of such appliances from Canada state that Canadian firms pack them in an exemplary fashion, and no improvements can be suggested. Articles often arrive in a damaged condition, it is true; but in the case of some articles—for instance, an article of wood containing a heavy electric motor—no method of packing can provide a safeguard against deliberately careless or even malicious handling by uninterested and often disgruntled workmen.

KITCHEN ENAMELWARE, ETC.

Shipments of this class of merchandise from Canada to this country appear to be packed and despatched in a way that leaves no room for improvement. It is hardly necessary to say that with articles in which it can be done, "nesting" one inside the next larger in size and so on should be the practice.

LUMBER

As a rule Canadian lumber appears to be shipped in a way that calls for little or no criticism, but there are one or two points in the minds of importers in the Scottish market regarding shipments which should be brought to the notice of such of the shippers as have failed in the past to observe certain precautions. For example, large flooring should be shipped in fairly small bundles, wired and protected at the edges. Anything thicker than 1-inch stuff should be shipped loose. Thin lumber should be properly bunched—that is, the widths should be picked, and care observed that the narrower widths be not placed inside the wider, as the latter, because of the tight wiring of the bundle and because they overlap the narrow widths, are subject to being bent lengthwise and thereby broken. In fact this often happens.

Each piece should be properly marked with the consignee's mark shown in the bill of lading. Deals are marked in the same way sometimes stencilled at the ends.

What appears to be legitimate ground for complaint among importers of lumber is connected with bills of lading, and is directed against shipping companies rather than against the exporters. A bill of lading issued by the shipowners to the shipper may state that so many bundles of lumber have been received on board, containing in total so many pieces. As bundles may be, and probably are, of different sizes, the consignee has no redress against the transporting company if pieces are missing by bundles becoming loose through wire or string giving way. Similarly the statement in the bill of lading regarding a shipment of loose lumber that "so many pieces *more or less* on board to be delivered" is also unsatisfactory to the consignee. A definite number of pieces should be stated, thereby providing a "clean" bill of lading.

Another cause of complaint is in connection with the through bill of lading for rail and ocean transport. Buyers on this side would feel more secure if steamship companies would give to exporters a mate's receipt for so many packages accepted from the railway company for shipment.

These points are important in themselves, but if remedied would add to the attraction of doing business with the Dominion rather than with other countries, and would incidentally benefit the transportation companies.

NAILS

There does not appear to be any possibility of improvement in the methods of packing and shipping nails to this country from Canada. On the contrary it is stated here that Canadian nails are packed in a much superior manner to those coming from Germany and Belguim. From Canada they arrive packed in casks and bags, in each case lined with waterproof paper. German and Belgian shippers use no waterproof lining and consequently the nails often reach here in a rusty condition.

PULP AND PAPER

There is not a great deal to choose between Canadian and Scandinavian methods of packing pulp for export, although on the whole it may be stated that Canada could learn from Norway, Sweden and Finland. It should not be forgotten that Canadian pulp undergoes a much longer sea voyage to Great Britain than pulp from the Baltic, consequently absorbs more moisture which causes an expansion of the bale and the possible breaking of the hoops. Canadian bales might be more tightly packed and have stronger hoops.

TOOLS AND HANDLES

Shipments of tools and tool handles to this market from Canada are reported to be packed and shipped in an exemplary manner. Axes are about a dozen in a box. Forks about 15 to 20 in a box. Other tools, both industrial and agricultural, are packed similarly.

Long handles alone as a rule are packed in jute bags sewn at the ends. Short handles are packed in wooden cases. As ocean freights are charged according to weight or measurement at the option of the transporting company care should be observed that the packing be done as tightly as possible to avoid bulkiness.

THE ARGENTINE MARKET FOR DRUGS AND CHEMICALS

Trade Commissioner B. S. Webb

Part II (and conclusion).

CANADIAN PARTICIPATION IN ARGENTINE TRADE

As far as can be ascertained, very few Canadian chemical products have so far been exported to Argentina. Wax candles, phosphorus, caustic potash, caustic soda, calcium carbide, toilet soap, resin, fine salt, methyllic aldehydes, some proprietary medicines and some acetate of zinc have been imported during the past five years, but with the exception of calcium carbide, only in small quantities.

The total value of chemicals and drugs exported to Argentina during recent years, according to the annual report of the Department of Trade and Commerce, is as follows:—

1912	$ 14,000	1916	$ 31,824
1913	11,929	1917	24,434
1914	7,849	1918	5,568
1915	20,231		

It is noticeable that exports to Argentina were not adversely affected by war conditions but rather stimulated, and that they have already commenced to decline.

ARGENTINE MARKET FOR CANADIAN-MADE CHEMICALS

A market exists in Argentina for the following products, each of which is being made in Canada to-day:—

Acetic acid.—Imports 418 tons (Germany, 160 tons; Holland, 190; Belgium, 30; and United Kingdom, 28). Industrial uses: In the wine trade of Mendoza for sharpening flavours; in the dairy industry for making caseine; in the dyeing industry as a mordant; in the textile trade, and for the making of white lead. Packing and observations: This acid is made locally by two Argentine manufacturers, from acetate of lime procured by distillation from Cordoba hardwoods. Glacial, 99 per cent strong, is most used and is imported in carboys. Commercial, 80 per cent strong, arrives in barrels lined with wax or similar substance.

Acids, unspecified.—Imports 158 tons (Germany, 123 tons; France, 12; United Kingdom, 7).

Alum.—Imports 6,000 tons (Belgium, 4,000 tons; United Kingdom, 1,000). Industrial uses: For curing furs; in veterinary practices; for alum treatment of canvas; for paper making; in the tanning industry; in dye works; in the Public Health Department and for clarifying water in general. Packing and observations: there is an alum deposit in Mandoza; prewar price of German alum 16s. 100 kilos c.i.f. Buenos Aires. Now considerably over 55s. c.i.f. for granulated alum crystals. Double bags are used.

Ammonia (hydrated).—Imports 61 tons (United Kingdom, 41 tons; Germany, 13). Industrial uses: in freezing plants, absorption type; as household ammonia; for washing in textiles and tanning industries; in the dyeing industry; for metal polishes and for wool washing. Packing and observations: is made locally by a gas factory. The imported comes in iron drums of one hundred gallons, lead lined. The local gas factory packs household in drums of twenty litres and in carboys, and makes 28 per cent industrial.

Ammonia, anhydrous.—Imports 509 tons (U.S.A., 234 tons; Austria, 147; United Kingdom, 43). Industrial uses: for refrigeration, compression type; in breweries; in glue factories and for fuming oak. Observations or packing: it is imported in iron cylinders containing 100 pounds, 99·8 per cent. The local gas factory uses cylinders of 15, 25 and 50 kilos, and make 99·7 per cent.

Ammonia, chloride of.—Imports 125 tons (Germany, 70 tons; United Kingdom, 45). Industrial uses: in the electrical trade for charging cells.

Other ammonia products.—Imports 73 tons (Germany, 57 tons; France, 5).

Ammonia, carbonate of.—Imports 90 tons (United Kingdom, 67 tons; Germany, 20; Belgium, 3). Industrial uses: for making smelling salts and for making incandescent mantles. Packing and observation: is imported in barrels, in lumps, 470 pounds weight.

Arsenic, white.—Imports 177 tons (Germany, 117 tons; United Kingdom, 24; Italy, 10). Industrial uses: for sheep dips, for fur dressing, and for making insecticides. Packing and observations: barrels or casks, paper lined, 200/250 kilos.

Benzine.—Imports 183 tons (United Kingdom, 77 tons; U.S.A., 73; Holland, 25). Packing or observations: in eight-gallon tins. Very inflammable, connot come into the port of Buenos Aires.

Bicarbonate of soda.—Imports 2,638 tons (United Kingdom, 2,583 tons; Germany, 46). Industrial uses: by soda water factories; for liquor making; for bread making and also used by wholesale druggists. Packing or observations: is imported in kegs.

Bi-sulphite of soda.—Imports 339 tons (Germany, 333 tons; Belgium, 3; United Kingdom, 2). Industrial uses: in the dyeing industry, in veterinary practice, and by all wholesale druggists.

Blue.—Imports 1,021 tons (United Kingdom 490 tons; Germany, 344; Belgium, 103). Industrial uses: for laundry work. Packing and observations: packed in cases containing about thirty-four boxes of 16 packets each. The packets contain eight squares. The bag blue is packed in about the same number of boxes containing one gross each.

Borax.—Imports 43 tons (United Kingdom, 26; Germany, 16). Industrial uses: for laundry work; for soldering; in the dyeing industry; and as a preservative in products such as butter, etc. Packing or observations: packages of 1 pound and ½ pound. Casks of about 100 kilos, net.

Calcium carbide.—Imports 9,000 tons (Norway, 4,180 tons; U.S.A., 3,674; Sweden, 704; Germany, 128; United Kingdom, 44; Canada, 36). Industrial uses: for lighting estancias and railway stations; soldering; carriage and automobile lighting, etc. Packing or observations: imported in soldered metal drums with wooden crating. Inflammable, cannot come into the port of Buenos Aires in lots of 25 tons or over.

Carbolic acid.—Imports 39 tons (Germany, 30 tons; United Kingdom, 7). Industrial uses: as a disinfectant; for sheep dips and for medicinal purposes. Packing or observations: imported in carboys.

Carbonate of lead (white lead).—Imports 1,432 tons (Germany, 1,103 tons; Spain, 161; United Kingdom, 60; U.S.A., 33). Industrial uses: paint making. Packing or observations: imported in small drums or buckets containing 5, 9, 25 or 50 kilos. The locally made product is very poor.

Carbonate of potash.—Imports 59 tons (Germany, 39; Austria, 10; France, 6). Industrial uses: in the dyeing industry, as a grease remover; for paint making and in the hardware trade. Packing or observations: druggists use pure only.

Carbonic acid gas (liquid).—Imports 10 tons. Formerly came from Germany, Belgium and United Kingdom. Industrial uses: for making mineral waters, replaces bicarbonate of soda and sulphuric acid; for making fire extinguishers; in breweries; and bottling trade. Observations or packing: is made from gas produced by maize in local alcohol factories. Packed in tubes of 10 and 20 kilos. Local consumption amounts to 800,000 kilos.

Caustic potash.—Imports 37 tons (United Kingdom, 26 tons; Germany, 7; Canada 1). Industrial uses: for paint making and removing; soft soap making; lyes for printers, etc.; and lavandina making. Packing and observations: in iron drums, well sealed.

Caustic soda.—Imports 7,787 tons (United Kingdom, 6,750; U.S.A., 290; Germany, 280). Industrial uses: in textile trade; for lavandine making; for candle making and for laundries. Packing or observations: in iron drums of 750 pounds gross weight; prewar price £8 f.o.b., freight 17s. 6d. per ton. English preferred. United Alkali Co. production is 70/72 per cent; 76/78 per cent is too strong and too costly.

Chlorate of potash.—Imports 230 tons (Italy, 111 tons; France, 53; Germany, 36). Industrial uses: for match-making; for powder-making; and for making fireworks.

Chloride of lime.—Imports 679 tons (Germany, 353 tons; France, 243; United Kingdom, 68). Industrial uses: for bleaching textiles; for bleaching paper and for making lavandine and disinfectants. Packing or observations: imported in wooden barrels of 50 kilos and iron barrels of 100 to 200 kilos. Few ships will carry it on account of danger of deterioration or explosion. Buyers will only make themselves responsible for quantities which actually arrive.

Colours dry.—Imports 3,000 tons (Germany, 1,296 tons; France, 1,048; United Kingdom, 221; Italy, 136). Industrial uses: in mosaic tile making and paint making. Packing and observations: packed in barrels of 50 to 100 kilos, and in small paper packets of ¼ and ½ kilo for retail trade. Lamp black and bone black are large sellers.

Cream of tartar.—Imports 14 tons (Italy, 5 tons; France, 3; Germany, 3). Industrial uses: for making baking powder; in the wine trade, for making artificial cider, and for medicinal purposes. Packing or observations: in barrels of 250 lbs. It is a product of the grape obtained from the lees of wine barrels.

Creosote, oil of.—Imports 82 tons (United Kingdom, 70 tons; Germany, 5). Packing or observations: is made by a local manufacturer; vegetable or mineral. Vegetable creosote is used by wholesale druggists.

Dextrine.—Imports 120 tons (Germany, 90 tons; Holland, 16; United Kingdom, 12). Industrial uses: in the bootmaking trade; in the paper industry (sizing); and by the cardboard-box factories. Packing or observations: is packed in heavy burlap bags weighing 120 to 140 lbs.

Dynamite, gelatine, forcite, ammonia, nitro-glycerine.—Imports 231 tons (United Kingdom, 136 tons; Germany, 75; U.S.A., 10). Industrial uses: for blasting purposes near the Andes.

Ether, sulphuric.—Imports 12 tons (Germany, 6 tons; France, 3). Industrial uses: for making guncotton and collodion; for cleaning gloves and photo-engraving. Packing or observations: is very inflammable; is made by a local factory.

Glucose.—Imports 2,894 tons (U.S.A., 2,833 tons; United Kingdom, 38). Iudustrial uses: in the tanning industry; in the sugar refining industry; in the wine trade, for artificial wines; in the confectionery trade, as a filler, and to avoid granulating of sugar; and by the breweries. Packing or observations: packed in barrels of 450 lbs.

Glycerine.—Imports 128 tons (Germany, 74 tons; United Kingdom, 23; U.S.A., 14; Holland, 11). Industrial uses: toilet articles; pharmacy; liqueur trade, etc. Packing or observations: in small bottles for retail trade.

Gypsum, crude and pure white.—Imports 2,304 tons (France, 1,113 tons; U.S.A., 621; Germany, 260; Spain, 130). Industrial uses: various; wine industry. Packing or observations: in barrels of 250 lbs. gross and 230 lbs. net weight; Diamond brand of Kings is a standard quality.

Gypsum, crushed.—Industrial uses: for construction work, etc. Packing or observations: ready-made ceiling mouldings are imported from Italy.

Hydrofluoric acid.—Imports 9 tons (France, 7 tons; Germany, 2). Industrial uses: for glass-making and photo-engraving. Packing or observations: is packed in lead-lined drums.

Hypo-sulphite of soda.—Imports 576 tons (Germany, 228 tons; U.S.A., 182; United Kingdom, 131). Industrial uses: in the dyeing industry; and for photography.

Lead, arsenate.—Industrial uses: for the paint trade and tree spraying. Packing or observations: very poisonous.

Muriatic acid.—Imports 225 tons (France, 155 tons; Germany, 40; Belgium, 7). Industrial uses: in the dyeing industry; in the tanning industry; for gilding purposes; and metal polishing. Packing or observations: in drums and demijohns of 20 kilos.

Nitric acid.—Imports 14 tons (Germany, 10 tons; United Kingdom, 2). Industrial uses: for bronze working; for metallagrophy and for photo-engraving. Packing or observations: in demijohns of 25 kilos.

Pitch.—Imports 131 tons (Spain, 81 tons; United Kingdom, 44). Industrial uses: for roofing purposes; for paving; as an insulator for cables. Packing or observations: vegetable tar is made locally by a gas factory, packed in 300 kilos. casks; this factory also makes mineral tar, packed in casks of 200 litres.

Potash.—Imports 120 tons (United Kingdom, 57 tons; Germany, 42; Italy, 6). Industrial uses: for soap making.

Powder, blasting or stumping.—Imports 272 tons (United Kingdom, 160 tons; Germany, 72; U.S.A., 40). Industrial uses: for mining and railway construction. Packing or observations: packed in small tins of ¼, ½ and 1 pound.

Red lead (minio).—Imports 740 tons (Germany, 498 tons; United Kingdom, 95; Spain, 44). Industrial uses: for metallic construction purposes; for shipbuilding;

for making gas and water piping; and for earthenware pipe varnishing. Packing or observations: in powder, in wooden barrels of 35/40 kilos, and iron drums of 35/40 kilos; in oil, in iron drums of 5/10 kilos.

Resin.—Imports 19,900 tons (U.S.A., 19,000 tons; Canada, 50). Industrial uses: for paper sizing; for soap making; for paint manufacturing; for the textile industry; for wax sealing; for saddlery purposes; for floor polishing; for varnishes and for jewellery. Present price $130 per ton, c.i.f. Buenos Aires. Packing or observations: packed in wooden barrels, 250 kilos, generally old ones. H. & G. grades, H. used most.

Salts, Glauber, Epsom, and mineral.—Imports 133 tons (Germany, 77 tons; France, 54). Industrial uses: for paint making; for mineral water making; and for veterinary practice.

Shellac.—Imports 19 tons (Germany, 13 tons; U.S.A., 4). Industrial uses: for varnish making; for polish making; and for sealing wax. Packing or observations: in scales; in boxes of 100 kilos. Not liquid.

Salicilate of soda.—Imports 12 tons (United Kingdom, 11 tons; Germany, 1). Industrial uses: for soap making and glass making. Observations or packing: barrels or casks of 200 kilos.

Soda ash.—Imports 4,860 tons (United Kingdom, 4,687 tons; U.S.A., 90; Germany, 42). Industrial uses: for soap making; for wool washing; and for the textile industry. Packing or observations: in wooden casks of 10 cwts.; graduation, 52.

Soda Solway.—Imports 6,442 tons (United Kingdom, 6,100 tons; Germany, 226). Industrial uses; soap making, and Eau de Javelle making. Packing or observations: 10/12 cwts. wooden casks; graduation, 58.

Sulphate of alumina.—Imports 1,856 tons (Germany, 967 tons; Belgium, 642; Sweden, 115; Holland, 113). Industrial uses: for purifying water for drinking; for purifying water for the textile industry, tanning and paper making. Packing or observations: a low-grade sulphate of alumina is made by a local manufacturer and also by the Public Health Department. It is almost the same as alum, 18/20 per cent of 1 per cent iron, free and lower grades.

Sulphate of baryte.—Imports 1,636 tons (Germany, 1,500 tons; Holland, 125). Industrial uses: for paint making. Packing or observations: in bags of 100 kilos; £10-ton f.o.b. December, 1917. Quantities now coming from Spain.

Sulphate of copper.—Imports 1,376 tons (U.S.A., 1,250 tons; United Kingdom, 94; Germany, 18). Industrial uses: for spraying vines and for treatment of seeds. Packing or observations: manufactured by three local firms, one of which has an output of 1,200 tons per year, 94 per cent pure.

Sulphate of iron.—Imports 555 tons (U.S.A., 444 tons; United Kingdom, 73; Germany, 30). Industrial uses: for the dyeing industry; tanning industry; for spraying purposes and for veterinary practice. Packing or observations: it is made locally by two firms, one of which has an output of 100 tons per month.

Sulphuric acid.—Imports 679 tons (Holland, 291; Germany, 243; United Kingdom, 134). Industrial uses: for the dyeing industry; for the soap and soda works; for nickelling purposes; for freezing plants; for the tanning industry; for gilding purposes; and for candle making. Packing or observations: packed in jars of 30 kilos and lead-lined casks. There are four local factories. The local gas factory makes 66° Baumé and 54° Baumé and packs in drums of 300 and 500 kilos.

Talcum powder.—Imports 81 tons (U.S.A., 68 tons; Germany, 7). Industrial uses: for paper filling and for toilet. Packing or observations: A poor quality is imported from Montevideo; best quality comes from Venice.

Tannic acid.—Imports 44 tons (Germany, 40 tons; Belgium, 2; France, 2). Industrial uses: for the tanning industry and the wine industry.

Zinc, oxide.—Imports 189 tons (Germany, 111 tons; Belgium, 48; Holland, 12). Industrial uses: for making of paint. Packing or observations: it is a fine powder and is packed in barrels. Made by a local firm by a treatment of blende (mined in Cordoba), with acids of their own manufacture.

It has not been possible to secure precise information regarding the consumption in Argentina of any of the following chemicals, drugs and pharmaceutical products now being made in Canada, although it is known that certain small quantities of each of the substances are imported.

Acetate of lime	Magnesia, crude
Acetate of soda	Paraldehyde
Acetone	Paramido-phenol
Amyl acetate	Phosphate acid
Benzoate of soda	Potassium bromide
Benzoic acid	Potassium chlorate
Benzol	Potassium idodide
Calcium cyanamid	Pyrogallic acid crystals
Carbonate of magnesia	Satin white
Chloral hydrate	Silver nitrate
Cobalt salts, oxide, sulphate of	Sodium acetate
Drugs in general	Sodium benzoate
Formaldehyde	Sodium bromide
Fulminate of mercury	Sulphate of soda
Gallic acid	Sulphide of soda
Iodine	Sulphonal
Iodoforme	Trional

CUSTOMS DUTIES

Duties on chemicals drugs and colours imported into Argentina are rather high, exception being made of raw materials, such as caustic soda and soda ash, used in soap making, and sulphate of baryte, zinc white, white lead, etc., used for making paint. The Argentine tariff of customs does not accord preference to the products of any particular country, but is equal for all. Canadian exporters are rarely, if ever, asked to quote prices duty paid, the more general demand being for prices f.o.b. Canadian seaport, so that the rates of duty charged on the list of drugs and chemicals appended are more a matter of general interest than of practical utility to the Canadian exporter. [Full details of the customs duties levied in the Argentine Republic on drugs and chemicals have been transmitted by Mr. Webb, and may be consulted by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service, Ottawa, quoting file No. 100.] It may be observed, however, that three units are employed for the purpose of calculating duties: the kilo., kilo. net, and the kilo. gross. The unit "kilo." is taken to mean the weight of the substance together with the container in immediate contact with it; "kilo. net" means the exact weight of the substance after making allowance for all wrappings; "kilo. gross" means that duty is levied on the gross weight of the entire package as discharged from the ship, containers and exterior packing included. It is therefore desirable that the gross and net weights of every packet should be plainly marked in kilos. on the outside of the package and a short but exact description of the contents should also be stencilled on. It will easily be understood that these little precautions facilitate the clearing of goods through the custom house, the more so when it is remembered that the Argentine customs appraisers do not pay any attention to, or allow themselves to be influenced by, invoices, certificates, or other documentary aids to identification. On receipt of the custom house agent's solicitude for permission to enter goods for payment of duty, the substance is examined and classified under one of the 4,000 headings of the tariff of values. Any discrepancy which may be found between the description of the goods as set out on the solicitude and the official description of the appraiser may cause the importer considerable inconvenience and loss of money. Anything

which is done in packing and marking to help the customs appraiser to identify the weight and nature of the contents will facilitate, and lighten the cost of, the work of the importer's custom house agent at this end.

PACKING

Nothing specific can be said here regarding the various methods of packing and shipping to be employed, but in general manufacturers should carefully follow instructions, and when these are not available they should be asked for. It may be interesting to note that a large importer awards credit for merit in packing to French, English, German, Italian, and North American exporters, in the order named. Old or used containers should never be employed, as the insurance companies will not recognize loss on goods so packed.

INFLAMMABLES

The authorities of the port of Buenos Aires do not allow entrance of any ship carrying more than 25 tons gross weight of inflammables. For larger quantities the ship has to go to the nearby port of La Plata. The following are included in the list of "inflammables": sulphuric acid, nitric acid, hydrofluoric acid, ether, alcohol in general, turpentine, benzine, calcium carbide (in soldered metal drums with wooden casing), matches either wood or wax, stearine, gases in general, carbon-disulphide, kerosene, naphtha and similar by-products of petroleum, and gas tar. Care should be taken in submitting quotations c.i.f. Buenos Aires to ascertain whether or not free entry will be allowed into the port. There have been cases where American manufacturers have quoted prices and made contracts c.i.f. Buenos Aires, and have later found that the goods have been discharged at La Plata, and the expense of transporting by rail from the port to the capital has fallen on them under the terms of c.i.f. clause.

QUOTATIONS

Quotations on heavy chemicals, paints and colours, should always be made f.o.b. Canadian port and a note appended giving the outward freight on the article in question at the time of writing. Certain drugs of small bulk are forwarded by parcel post, and the cost of postage in these cases should be borne by the shipper, so that the quoted price is a net one for the importer. C.i.f. quotations are occasionally asked for, but care should be exercised in quoting c.i.f. to-day, not only on account of fluctuations in rates but also because of special regulations relating to the packing of various chemicals which are enforced by the shipping companies and the Argentine Government, but which may not be known to the manufacturer at the time of quoting. Special care should be exercised before quoting c.i.f. prices on inflammables. Outward freight rates from Canadian ports are approximately equal to New York rates, and Canadian exporters are under no difficulty in this respect.

ARGENTINE IMPORTERS OF CHEMICALS

The names and addresses of the principal Argentine importers of drugs and chemicals, paints and varnishes, etc., can be obtained by interested parties on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

IMPORTATION OF MOTOR CARS FROM CANADA INTO ITALY NOW PERMITTED WITHOUT LICENSE

Mr. W. McL. Clarke, Canadian Trade Commissioner in Milan, writes that following on representations made, the recent concession to the United Kingdom by the Italian Government, under which it is no longer necessary to obtain a license for the importation of motor cars from that country into Italy, has been extended to Canada, and restrictions regarding the importation of Canadian motor cars have been withdrawn.

RETURNED SOLDIERS' INSURANCE ACT NOW APPLICABLE TO EX-SOLDIERS RESIDENT ABROAD

Canadian ex-service men living outside Canada will be interested to know that the Returned Soldiers' Insurance Act has been amended to enable all ex-members of the Canadian forces, no matter where resident, to participate in its benefits. Until July 1 this insurance was only available to those living in Canada.

This insurance is one of the most recent re-establishment measures of the Canadian Government. It provides ex-service men with an exceptional opportunity to obtain life insurance as no medical examination is required and the premium rates are lower than can be obtained elsewhere, the cost of administration being borne by the Government. All the usual plans of life insurance are provided. Premiums may be paid monthly without extra charge, if desired, and all policies have a liberal cash value after they have been in force for two years. The maximum amount of insurance available to an individual is $5,000. After a policy has been in force for two years it is automatically non-forfeitable in the event of non-payment of premiums.

This scheme is unique in that it is the only one of its kind in existence. In the absence of medical examination the physical condition of an applicant has no bearing upon his eligibility to insure. No matter how seriously an ex-soldier may be disabled, he is entitled to insure at exactly the same rates payable by a fit man. The Government provided this insurance specially for the disabled men who could not obtain ordinary insurance, but it was made available to all who served, with the result that the majority of present policy-holders are fit men who have insured on account of the low rates and other attractive features of the policy.

In addition to those who served in the Canadian Forces, ex-members of the forces of any of His Majesty's Allies or Associated Powers may obtain insurance, provided that they were resident and domiciled in Canada prior to the war, and are so domiciled and resident at the time of application.

Information regarding the scheme may be obtained by writing to the Commissioners, Returned Soldiers' Insurance, at Ottawa, Canada. In writing to Ottawa, it is well to give the age of the soldier.

ADVANTAGE OF CABLE QUOTATIONS IN FAR EASTERN MARKETS

M. Malabar, Office of Trade Commissioner

Yokohama, June 15, 1921.—As all Canadian manufacturers are aware, their greatest competitor in the Far Eastern market is the United States, and the opportunity may be taken of pointing out one direction in which this competitor often succeeds in getting business out of the hands of Canadian firms.

Canadian manufacturers do not seem to realize the very great delay experienced in the exchange of correspondence between Canada and Japan. While correspondence is a satisfactory means of establishing preliminary connections, and of maintaining them, yet, when a manufacturer is able to quote attractive prices on his product, or is able to make an offer which he is sure will prove of interest to the trade in Japan, he should promptly cable his quotation or offer to the Trade Commissioner in this city, who will of course use his best efforts in attempting to place the business. It has often been the experience of the Trade Commissioner in Japan to find that the delay occasioned in the passing to and fro of correspondence between himself and the manufacturer in Canada, obtaining prices and full information regarding the product in question, has resulted in the Japanese firm, through fear of losing his buyer, who has become impatient at the protracted delay, accepting an offer from another source, i.e., from one who has come forward with cable quotations at the opportune moment. Or it may happen that a cable quotation may just be brought before a firm when they are in receipt of an inquiry for a certain product, and interest may be aroused resulting in orders being placed. Of course such cable quotations must be promptly confirmed by letter, giving all particulars possible, as well as catalogues, illustrations, blue prints, or anything else available.

Cable quotations of late have been productive of business to the enterprising Canadian manufacturer, and the writer would strongly advise a more general use of this means of pushing business and thereby of entering into more effective competition with the exporters of the United States.

TRADE CONDITIONS IN INDIA

Mr. Harrison Watson, Canadian Trade Commissioner in London, England, transmits copy of a brief report on current trade conditions in India, which has been sent to him by the Indian Trade Commissioner in London, of date June 16, 1921.

Prices are declining all round and market generally remains dull, but increased enquiry from Germany and Italy is in evidence in hides and skins in which Spain also is beginning to take interest. Both on import and export side India's trade with Germany progresses favourably. Myrabolams, raw jute, tea and lac are in fair demand from Germany and in motor lorries there have been some big imports from Germany. Political situation continues to clear but labour still remains bad.

TARIFF OF THE NETHERLANDS EAST INDIES

The import tariff for the Netherlands East Indies was revised by a law dated March 18, 1921, says the *United States Commerce Reports.* The new import duties, which came into operation on May 18, are in many cases the same as the old duties, but they have been increased on a number of important articles, as follows:—

Machinery, tools, iron anchors, chains, capstans, cables, iron frames for buildings, iron roofing and gutters, iron lighters, formerly free, are now dutiable at 6 per cent ad valorem. Cement, formerly free, is now dutiable at 0·40 florin per barrel. The duty on cotton, linen, and woollen piece goods, and yarns has been increased from 6 to 10 per cent ad valorem; on liquid paints, from 8 to 12 per cent; and on tinware, glass, steel and ironwork not specified, copper, lead and zinc wares, paper, musical instruments, leather and leather goods, furniture, and carriages, from 10 to 12 per cent ad valorem.

The duty on petroleum has been increased from 0·25 to 0·40 florin per hectoliter; on cigars and cigarettes, from 50 to 100 florins per 100 kilos; on cattle, from 2 to 8 florins each; and on table and rock salt, from 12 to 15 florins per 100 kilos.

1 hectoliter=26·4177 gallons.

PILFER-PROOF PACKING CASES

Though there has lately been some diminution of pilferage on the railways and at the ports, many inventive minds are still at work on the problem of providing a packing case which is really pilfer-proof, says the *Manchester Guardian Commercial.* A leading trade organization in London recently invited designers to submit specimens of new crates for examination. Numerous types have been received, and they are being tested by expert "cracksmen." Two criticisms of many of the designs sent are: (1) That they are too costly for regular use; and (2) that insufficient attention has been paid by the designers to the fact that their cases, though likely to delay abstraction of contents, would damage the goods before they reached their destination.

One of the new designs received seems to overcome these objections. It is a case made with narrow boards, each fitted with a strip of steel running from end to end and strengthened with special protective seals. The idea has been not to leave any large surface upon which a would-be thief could operate. At any point of the case the steel strips come into play and defy the application of the usual tools. When tampered with such a case would show the effects at once, for it would be impossible to replace the injured part without detection.

As insurance companies ask heavy premiums to cover pilferage risks, a really pilfer-proof crate would be welcomed, even if it added slightly to the cost.

CONDITION OF BELFAST LINEN TRADE

(London Times)

The Irish linen trade is suffering at present in two ways. It has not recovered from the depression which followed a period of extraordinary boom, and if a fresh surge of orders came along the demand could not be fully met because there is an acute shortage of flax. The total supply of flax and tow for all mills and factories in the United Kingdom in 1912 was 111,315 tons. In 1919 the quantity available from all sources was only 24,251 tons. The Russian crop, which in normal times formed almost a constant level reservoir, has disappeared and is not expected to recover its former importance for several years to come. The war gave a stimulus to Irish flax acreage, but this has died away as the result of the reaction against high prices, and this year's sowings are only about one-third of those of last year. In Canada, it is stated, the 1921 acreage will not be more than 20 per cent of the 1920 crop. In Holland, Belgium, and France the falling off is serious. Mr. J. G. Crawford, chairman of the Linen Industry Research Association, and managing director of the York-street Flax Spinning Company, says that from the point of view of visible supplies of fibre the very unfavourable outlook is mitigated at the moment by the fact that there is a larger hold over of 1920 crops than usual owing to so many mills having been stopped. Should a demand for yarns spring up again during the summer, there is a probability of sufficient flax being available to run the mills for a year at the "five-elevenths," which for some time now have been the official hours of working in the trade. The existence of these stocks would tend to prevent any sudden rise in yarn prices, but the industry is fully alive to the urgent necessity of increasing the flax supply to a point which would enable spindles and looms to be run full time on pure flax.

CANADA'S OPPORTUNITY

Mr. Crawford looks to Canada to bring the yield of flax to the prewar standard. Experience during the war showed that neither Holland nor Ireland was suitable from a climatic point of view to maintain the desired character of sowing seed and the progressive deterioration of seed saved in these two countries during the war undoubtedly contributed to the failure of the crop. Canada, with a climate not very dissimilar from that of Russia, seems fitted to become the alternative source for renewing periodically the European seed supply and the view is taken that Canada should be encouraged to produce the seed on which the prosperity of the linen industry depends. Meanwhile the Department of Agriculture for Ireland and the Linen Industry Research Association are experimenting with selected seed by which the yields may be increased. The work is really getting past the experimental stage and this year approximately 100 acres are being grown of half a dozen improved strains. Several are expected to mark a distinct forward step and further selections and possibly scientific cross-breedings may still more improve the type of flax produced.

ANTIGUA AND THE CANADA-WEST INDIES TRADE AGREEMENT

The *Board of Trade Journal* announces that a Bill has been introduced into the Legislature of Antigua, the purpose of which is to give effect to the provisions of the Canada-West Indies Agreement of June, 1920, in so far as they apply to the colony of Antigua.

NEW PATENT LAW FOR JAPAN

Mr. A. E. Bryan, Canadian Trade Commissioner, Yokohama, has transmitted a typewritten copy of the text of the new patent law of Japan, as recently passed by the forty-fourth session of the Imperial Diet. The copy has been placed on file, and may be consulted by Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa.

PROCEDURE GOVERNING REGISTRATION OF TRADE MARKS, ETC., IN BRAZIL

The Brazilian Consul at Halifax has kindly forwarded a booklet published in Brazil under the imprint of the International Patent and Trade Mark Bureau and written by a Brazilian attorney, which details the procedure governing the domiciliation of foreign banks, corporations, insurance companies, and the registration of trade marks, patents, copyrights, and pharmaceutical products in the Republic of Brazil. This copy has been placed on file, and may be consulted by Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa (quoting File No. 24809).

NEW ZEALAND'S TASTE IN WALLPAPERS

(London Times Trade Supplement)

During the war British wallpapers became exceedingly scarce. Importations of American papers had a decidedly encouraging reception, and the matter of price was then the last item to be taken into account. All depended upon delivery; and this the Americans were able to effect.

When British wallpapers returned to this market their price was against them; the American papers, although not exactly popular, were taken largely on account of price, which was then considerably below British quotations. The American article in many instances was heavier than the British, and this was appreciated by traders until it was learned that they had a tendency to become "soggy" and very tender when carrying the paste. Although thicker, they were rather too brittle for rough handling —a condition that lighter-weight British papers stood remarkably well, because, although thin, they were tough.

Canadian papers were also imported, and very much resembled the American types in texture and design. They had a very good sale. When the British papers began to reappear the price was much too high to make any appreciable impression on their North American competitors. However, concessions in price were made, and immediately there was a return to the British papers; sales were heavy and remunerative; and the demand came at a time when there was much emergency building of dwelling-houses. There is still much building to be done before the housing facilities of the cities and country towns of the Dominion can be said to meet all ordinary requirements.

Financial stringency has arrived as was fully expected, with the great fall in the prices of the chief products of the country—wool, frozen meat, and everything connected with the pastoral industry. Buying has stopped and imports have fallen away. The trade in wallpapers, although they are wanted, has received a decided check, as has the trade in almost all other overseas goods for the time being. From a period of staving off new business importers have passed into one that calls for the utmost selling skill that they can exert.

DESIGNS IN REQUEST

For marbled and grained woods' designs there is not the demand there used to be. Their place is now taken by papers of " canvas " or " burlap " patterns, or rough surface papers of one colour—blues, dark reds, browns, or dark, low-toned greens. There is a good demand for designs suggesting cretonnes, chintzs, brocades, and tapestries; also for cut-out borders and friezes, and especially for white mica-figured papers suitable for ceilings. Dainty papers of simple patterns but with satin effects for bedrooms are likewise wanted. Striped, tile, and tessellated patterns are not called for so much as formerly. Rococo and arabesque designs are considered out-of-date by many people, who personally select from decorating houses the papers they propose to have in new dwellings or in the renovation of old ones.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 6, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending July 6; those for the week ending June 29 are also given for the sake of comparison:—

		Parity.	Week ending June 29, 1921	Week ending July 6, 1921
Britain.. .. ..£	1.00	$4.86	$4.2382	$4.2126
Italy.. .. ..Lire	1.	.193	.0910	.0901
France. .. ..Fr.	1.	.193	.0555	.0545
Holland. .. ..Florin	1.	.402	.3738	.3713
Belgium .. ..Fr.	1.	.193	.0907	.0895
Spain.. .. ..Pes.	1.	.193	.1482	.1455
Portugal. .. ..Esc.	1.	1.08	.1533	.1477
Switzerland .. ..Fr.	1.	.193	.1916	.1911
Germany. .. ..Mk.	1.	.238	.0151	.0151
Greece.. .. ..Dr.	1.	.193	.0659	.0647
Norway. .. ..Kr.	1.	.268	.1619	.1603
Sweden. .. ..Kr.	1.	.268	.2516	.2582
Denmark.. .. ..Kr.	1.	.268	.1920	.1896
Japan. .. ..Yen	1.	.498	.5482	.5482
India.. .. ..R.	1.	2s.	.2812	.2812
United States .. ..$	1.	$1.00	1.1362	1.1362
Argentina .. ..Pes.	1.	.44	.3437	.3380
Brazil.. .. ..Mil.	1.	.3245	.1249	.1264
Roumania.. .. ..Lei	1.	.193	.0174	.0169
Jamaica. .. ..£	1.	4.86	4.2836	4.2495
Shanghai, China .. ..Tael	1.	.631	.7754	.7953
Batavia, Java... ..Guilder	1.	.402	.3721	.3692
Singapore, Straits Settlements.. .. ..$	1.	.49	.4999	.4999
Barbados.. .. ..$	1.	1.	.90–.90½	.88–.90
British Guiana.. .. ..$	1.	1.	.90–.90½	.88–.90
Trinidad. .. ..$	1.	1.	.90–.90½	.88–.90
Dominica.. .. ..$	1.	1.	.90–.90½	.88–.90
Grenada.. .. ..$	1.	1.	.90–.90½	.88–.90
St. Kitts.. .. ..$	1.	1.	.90–.90½	.88–.90
St. Lucia.. .. ..$	1.	1.	.90–.90½	.88–.90
St. Vincent.. .. ..$	1.	1.	.90–.90½	.88–.90
Tobago.. .. .. $	1.	1.	.90–.90½	.88–.90

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), and Winnipeg; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3216. **Canned salmon and smoked fish.**—A firm in Mexico City, claiming a connection throughout the country, wish to be placed in touch with British Columbia packers of canned salmon and smoked fish. References.

3217. **Tinned fruits.**—A firm of produce importers in Leith, Scotland, would consider an agency for tinned fruits from a reliable shipper in Canada. They are also interested in butter and cheese.

3218. **Flour for cattle feed.**—A Liverpool firm ask to be placed in touch with exporters of the above.

3219. **Pollard.**—A co-operative factory in Barbados desire to get in touch with a Canadian milling house for the supply of pollard.

3220. **Flour.**—A commission agent in Barbados desires a Canadian connection for flour for making bread and pastry, and also soft winter wheat flour suitable for the manufacture of biscuits.

3221. **Cornmeal.**—A commission agent in Barbados wishes to secure a Canadian house supplying yellow cornmeal.

3222. **Flour.**—A Liverpool firm desire catalogues and prices of above in barrels of 196 pounds net, for export to the Gold Coast, West Africa.

3223. **Cube sugar.**—A Liverpool firm desire prices of the above, in cases of 14, 28, 56, and 112 pounds, and in barrels of 270 pounds, for export to the Gold Coast, West Africa.

3224. **West African trade.**—A Liverpool firm ask for catalogues and prices in duplicate for the following, which they ship regularly to the Gold Coast, West Africa: felling axes, iron bedsteads, hurricane lamps, animal traps and plimsolls (assorted).

3225. **Corrugated iron sheets.**—A Liverpool firm desire catalogues and prices of corrugated iron sheets, all gauges from 24 to 32, size 6 feet by 8 feet by 8/3 inches, for export to the Gold Coast, West Africa.

3226. **Saws.**—A Liverpool firm desire catalogues and prices of pit saws complete with fittings 6 feet, 7 feet, and 8 feet, and cross-cut saws of the same size, for export to the Gold Coast, West Africa.

3227. **Lumbering tools.**—A Liverpool firm desire catalogues and prices of the above, for export to the Gold Coast, West Africa.

3228. **Motor covers and tubes.**—A Liverpool firm desire catalogues and prices of motor covers, all sizes, both beaded and straight side, for export to the Gold Coast, West Africa.

3229. **Cement.**—A Liverpool firm desire prices of the above, in casks of 400 pounds gross, for export to the Gold Coast, West Africa.

3230. **Egg boxes.**—An English correspondent is desirous of securing Canadian quotations for egg boxes and fittings.

3231. **Lanterns, axes, hammers, and builders' hardware.**—A London company who are buyers of hurricane lanterns, axes, hammers, and other tools, and general builders' hardware, are open to consider offers from Canadian manufacturers.

3232. **Hardware and tools.**—A commission agent in London buying for clients in South Africa would be interested to receive regular quotations from Canadian exporters of picks, shovels, iron and steel materials, and other Canadian requirements of the mining districts of South Africa.

3233. **Chemicals.**—A commission agent in London, England, buying for clients in South Africa, would be interested to receive quotations from Canadian exporters of caustic soda, cyanide of sodium, and other chemicals required for the mining districts of South Africa.

3234. **Paper and cardboard.**—A commission agent in London, England, buying for clients in South Africa, would be interested to receive quotations from exporters of cardboard and paper.

3235. **Drugs and chemicals.**—The London office of a South African firm is open to consider offers from Canadian suppliers of all kinds of druggists' supplies; chemical and photographic supplies.

3236. **Trade with India.**—The London office of an Indian house is anxious to be put in touch with Canadian exporters of lines suitable for the Indian market.

3237. **Hardware and metals.**—The London office of an Indian house is anxious to be put in touch with Canadian exporters of all kinds of hardware, tools, iron and steel staples, building materials, enamelware and kitchen utensils.

3238. **Trade with the Straits Settlements.**—The London office of a firm dealing with the Straits Settlements is desirous of receiving catalogues and other particulars in triplicate from Canadian exporters of products suitable for the Middle East.

3239. **Constructional materials.**—A London firm buying for associates in India are open to receive regular quotations from Canadian exporters of iron and steel

materials, machine tools, hand engineers' tools, and other engineering supplies required in India.

3240. **Trade with East Africa.**—A London firm buying for the East African market are open to introduce Canadian lines into that part of the world.

3241. **Building materials.**—A London office of an Indian house is desirous of receiving quotations and other particulars from Canadian firms in a position to supply all kinds of building materials, iron and steel staples, and builders' hardware.

3242. **Hardware and metals.**—The London office of an Indian house is open to receive offers from Canadian suppliers of all kinds of hardware and metals.

3243. **Hardware.**—The London office of one of the largest firms distributing hardware in India is anxious to receive catalogues, price lists, and other particulars from Canadian exporters of hardware, agricultural implements, engineers' tools, etc.

3244. **Trade with the Near East.**—A London firm dealing with the Near East would like to be put in touch with Canadian firms desirous of doing business with the Near Eastern markets when normal trade is once more resumed.

3245. **Agricultural supplies.**—A London firm dealing with the Near East would like to be put in touch with Canadian suppliers of agricultural implements and machinery and other agricultural goods suitable for the Near Eastern markets.

3246. **General smallware.**—A firm in Barbados wish to get in touch with a Canadian house supplying smallware of all kinds suitable for a five and ten cent store. The firm would like to be supplied with catalogue and price list.

3247. **Pit props.**—Belgian coal mining company wish to receive offers of Canadian pit props in pine sylvestre, or suitable substitutes, cut 1·50 m. from the ground, to a circumference of 30/40 to 40/70 cm. at small end.

3248. **Alimentary products.**—A French engineer, who has just built a refrigerator warehouse for alimentary products, desires to be placed in touch with Canadian meat, vegetable, and fruit producers.

3249. **Chemicals.**—A French chemical manufacturer requests information regarding "essence d'epicea deterpenee" with a view to the production of bornyl acetate. Two samples of about 10 pounds each and price quotations on quantities are also requested.

3250. **Products for France.**—A French subject at present attached to the French Commission in New York, and shortly returning to France, desires to represent Canadian manufacturers and producers for that country and Europe in general. The following is a list of the goods which he is prepared to handle: flax, cereals, asbestos, minerals, farm products (butter, eggs, cheese, etc,); manufactured products such as agricultural machinery, paper pulp, food products, salted and preserved meats and vegetables, boots and shoes, leather.

3251. **Chemical and pharmaceutical products.**—A chemical engineer established in Paris more than ten years, with agencies at Bordeaux, Marseilles, Havre, and Rouen, desires representation for all kinds of chemical and pharmaceutical products, especially coal tar products and wood alcohol. References.

3252. **Packing.**—A French firm are desirous of getting in touch with Canadian manufacturers of packing for stuffing boxes, so as to import same for their use.

Inquiries from Colombia (South America)

3253. **Wheat, flour, barley malt, carbonic acid gas, glass bottles.**—British firm established in Colombia for seventeen years wish to get into touch with Canadian manufacturers and exporters handling the above products.

3254. **Cement, building plaster, mixed paints, brushes, ice-cream freezers, bar iron, nails, wire of all kinds except barbed wire.**—British hardware firm established for many years in Colombia wish to purchase the above Canadian goods.

3255. **Foodstuffs.**—Established foodstuffs importer in Colombia wishes to receive quotations on all Canadian foodstuffs saleable in the Tropics.

3256. A Dutch trading company doing business in Curaçao, Venezuela, and Colombia wish to receive quotations from any Canadian firm wishing to sell its products in these countries.

3257. **Building materials.**—A British contractor and architect in Colombia wishes to get into touch with Canadian producers of cement, building plaster, reinforcing rods, and building materials in general.

3258. **Wheat.**—A Colombian flour miller wishes to receive quotations on Canadian wheat.

3259. **Wheat, flour, and paper.**—Prominent Colombian importers wish to receive quotations on Canadian wheat, flour, and paper.

3260. **Paper and stationery.**—A Colombian importer and wholesaler, with branches in all Colombian cities, wishes to get into touch with Canadian producers of above.

3261. **Wheat.**—A Colombian flour miller wishes quotations on Canadian wheat.

3262. **Foodstuffs.**—A Colombian house wish quotations on all lines of Canadian canned and preserved foodstuffs.

Timber Products for Australia

The subjoined inquiries for timber products for Australia have been received from Mr. D. H. Ross, Trade Commissioner in Melbourne, and should be read in conjunction with his full report on the Timber Import Trade of Australia, which was published in *Weekly Bulletin* No. 907 (June 20, 1921).

3263. **Canned meat cases.**—A number of Australian meat packers desire quotations on canned meat cases.

3264. **Poultry cases.**—Two Australian firms desire quotations on poultry cases.

3265. **Soap and candle boxes.**—Three Australian firms ask for quotations on soap and candle boxes.

3266. **Oil cases.**—An Australian oil firm desire quotations on oil cases.

3267. **Ply woods.**—A number of Australian firms desire quotations on ply woods.

3268. **Cases for explosives.**—A number of firms in Australia desire cases for explosives.

3269. **Meat skewers.**—Two Australian firms desire quotations on meat skewers.

3270. **Rabbit and hare crates.**—A number of Australian firms desire quotations on rabbit and hare crates.

3271. **Milk and milk products cases.**—Two Australian companies desire quotations for regular shipments of milk and milk products cases, as per specifications, which may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

3272. **Dried fruit cases.**—Large packers of raisins and currants in Australia desire quotations on dried fruit cases. Delivery January, 1922.

3273. **Staves for tallow casks.**—Two important Australian companies require quotations on staves used for tallow casks.

3274. **Staves for tallow casks.**—An extensive meat preserving works in Melbourne, Australia, require quotations on staves for tallow casks.

3275. **Sitka spruce.**—An extensive meat preserving works at Melbourne, Australia, desire quotations on Sitka spruce. They require spruce in large quantities, such as can be admitted under the minimum duties, say 12 inches by 6 inches or 10 inches by 8 inches, etc., for the purpose of cutting it down in their own works for their case requirements. Possibly quotations on other suitable lines of timber would be advisable for them.

3276. **Butter boxes and Sitka spruce.**—Quotations on butter boxes and Sitka spruce are asked for by an important Australian co-operative company.

3277. **Fresh fruit cases.**—Three exporters of fruit in Australia desire quotations on fresh fruit cases.

3278. **Butter boxes and Sitka spruce.**—An Australian co-operative concern, embracing all important distributing companies in the country, are desirous of receiving quotations on butter boxes and Sitka spruce.

3279. **Canned fruit cases.**—A number of Australian firms ask for quotations on canned fruit cases.

3280. **Jam cases.**—A number of Australian jam manufacturers desire quotations on jam cases.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Porsanger,* Canada Steamship Lines, Ltd., agents, about July 12; *Metagama,* Canadian Pacific Ocean Services, Ltd., about July 15; *Megantic,* White Star-Dominion Line, about July 16; *Victorian,* Canadian Pacific Ocean Services, Ltd., about July 22; *Canadian Ranger,* Canadian Government Merchant Marine, Ltd., about July 22; *Grey County,* Canada Steamship Lines, about July 23; *Melita,* Canadian Pacific Ocean Services, Ltd., about July 29; *Canada,* White Star-Dominion Line, about July 30; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about August 5; *Vedic,* White Star-Dominion Line, about August 6; *Megantic,* White Star-Dominion Line, about August 13.

To London.—*Vindelia,* Cunard Line, about July 15; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about July 16; *Canadian Rancher,* Canadian Government Merchant Marine, Ltd., about July 20; *Wyncote,* Furness Line, about July 22; *Vennonia,* Cunard-Anchor Line, about July 22; *Hastings County,* Canada Steamship Lines, about July 25; *Venusia,* Cunard Line, about July 29; *Scotian,* Canadian Pacific Ocean Services, about July 30; *Vitellia,* Anchor-Donaldson Line, about August 5; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about August 8.

To Glasgow.—*Gratia,* Anchor-Donaldson Line, about July 16; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about July 22; *Saturnia,* Anchor-Donaldson Line, about July 23; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about July 24; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about August 6; *Cassandra,* Anchor-Donaldson Line, about August 6.

To Cardiff and Swansea.—*Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about July 23.

To Hull.—*Oristano,* Furness Line, about July 24.

To Newcastle-on-Tyne.—*Cairnvalona,* Thomson Line, about July 24; *Cairndhu,* Thomson Line, about August 7.

To Avonmouth Dock.—*Concordia,* Cunard Line, about July 17; *Bothwell,* Canadian Pacific Ocean Services, Ltd., about July 22; *Turcoman,* Dominion Line, about July 23; *Lakonia,* Cunard Line, about August 2; *Cornishman,* Dominion Line, about August 6.

To Manchester.—*Manchester Port,* Furness, Withy & Co., about July 16; *Manchester Corporation,* Furness, Withy & Co., about July 28.

To Belfast.—*Dunaff Head,* Head Line, about July 15; *Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30.

To Dublin.—*Dunaff Head,* Head Line, about July 15; *Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30; *Carrigan Head,* Head Line, about August 3.

To Southampton.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about July 23; *Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6.

To Leith.—*Cairnvalona,* Thomson Line, about July 24; *Scatwell,* Thomson Line, about July 31; *Cairndhu,* Thomson Line, about August 7.

To Rotterdam.—*Mercer Victory,* Rogers & Webb Line, about July 12; *Neshobee,* Rogers & Webb Line, about July 15; *West Kebar,* Rogers & Webb Line, about July 25; *Lord Londonderry,* Head Line, about July 30; *Poland,* Canada Line, about August 10.

To Havre.—*Scotian,* Canadian Pacific Ocean Services, Ltd., about July 30.

To Hamburg.—*Mercer Victory,* Rogers & Webb Line, about July 12; *Neshobee,* Rogers & Webb Line, about July 15; *West Kebar,* Rogers & Webb Line, about July 25; *Lord Londonderry,* Head Line, about July 30; *Poland,* Canada Line, about August 10.

To Antwerp.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about July 23; *West Kebar,* Rogers & Webb Line, about July 25; *Corsican,* Canadian Pacific Ocean Services, Ltd, about August 6.

To Naples and Genoa.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about July 27.

To Havana (Cuba).—*Canadian Miner,* Canadian Government Merchant Marine, Ltd., about July 12; *Canadian Adventurer,* Canadian Government Merchant Marine, Ltd., about July 26.

To Australian and New Zealand Ports.—*Durham,* New Zealand Shipping Co., Ltd., about July 15; a steamer, New Zealand Shipping Co., about July 20; *Canadian Mariner,* Canadian Government Merchant Marine, Ltd., about July 23.

To Rio Janeiro, Santos (Brazil), Montevideo, and Buenos Aires.—*Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about July 20.

To St. John's (Nfld.)—*Manoa,* Canada Steamship Lines, Ltd., about July 15; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about July 29; *Mapledown,* Canada Steamship Line, about July 29.

To India and Far Eastern Ports.—*Crewe Hall,* Ellerman-Bucknalls, about July 15; *Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about July 15.

To Barbados, Trinidad, and Demerara.—*Canadian Coaster,* Canadian Government Merchant Marine, Ltd., about July 22.

To Nassau, Kingston, and Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about July 26.

From Quebec

To Liverpool.—*Megantic,* White Star-Dominion Line, about July 16; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about July 19; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about July 30; *Canada,* White Star-Dominion Line, about July 30; *Empress of Scotland,* Canadian Pacific Ocean Services, Ltd., about August 11.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about July 13.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* about July 13 and July 27.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Royal Mail Line, about August 6.

To New Zealand and Australia.—*Waikawa,* Canadian-Australasian Royal Mail Line, July 25.

To Sydney, Melbourne, and Auckland.—*Canadian Importer,* Canadian Government Merchant Marine, Ltd., about July 25.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Russia,* Canadian Pacific Railway (Ocean Traffic), about July 21.

To Kobe, Shanghai, Manila, Hong Kong, and Singapore.—*Grace Dollar,* Robert Dollar Line, about July 29.

To Kobe, Yokohama, Shanghai, Taku Bar.—*Canadian Exporter,* Canadian Government Merchant Marine, Ltd., about July 27.

To Kobe, Shanghai, Hong Kong, and Manila.—*Bessie Dollar,* Robert Dollar Line, about July 27.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, Ltd., about July 16; *Empress of Japan,* Canadian Pacific Ocean Services, Ltd.. about August 11.

To Yokohama, Kobe, Manila, and Hong Kong.—*Talthybius,* Blue Funnel Line, about July 16.

To London, Hamburg, Rotterdam, Amsterdam, and Antwerp.—*Kinderdijk,* Royal Mail Steam Packet Company, loading about August 1.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christlania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

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DEPARTMENT OF TRADE AND COMMERCE

CANADA

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, July 18, 1921** **No. 911**

THE PROPOSED NEW TARIFF OF THE UNITED STATES

By Wm. Gilchrist, Chief, Foreign Tariffs Division, Commercial Intelligence Branch

A Bill containing a proposed new tariff for the United States was introduced in the House of Representatives on June 29 by Hon. Joseph W. Fordney, of Michigan. The preamble of the measure declares it to be "A Bill to provide revenue, to regulate commerce with foreign countries, to encourage the industries of the United States, and for other purposes." The Bill is put forward principally with a view to increasing import duties.

For the information of those who may be affected if the proposed Tariff Bill becomes law, a statement is presented herewith showing how the proposed revision of the tariff would affect those articles which go to make up the bulk of Canadian exports to the United States, as compared with the tariff of 1913. It may be stated here that the 1913 tariff, with the exception of a few amendments, is the one which is in force in the United States to-day. There has been an important amendment to the 1913 tariff, which was contained in the Emergency Tariff Act approved by the President in May last. For the purpose of comparison, the new rates are compared throughout with those contained in the 1913 tariff as it stood previous to the passing of the recent Emergency Tariff Act. Such items as were altered by the Emergency Tariff Act are printed in italics. The duties now applicable to the items in italics may be ascertained by referring to the *Weekly Bulletin* of May 30, pages 859 and 860. In a statement of this character much detail has to be suppressed owing to limitations of space; readers are therefore advised not to take the accompanying table as a complete exposition of the tariff applicable to the goods enumerated. For further and more exact advice with regard to any particular feature of the present tariff revision, application should be made to the Director, Commercial Intelligence Service, Ottawa.

There are important sections in the proposed Tariff Bill providing for the making of reciprocal arrangements with foreign countries. One section authorizes the President of the United States, with the approval of Congress, to enter into such trade agreements. Another section empowers the President, with certain limitations, to impose higher duties than those set forth in the proposed measure against any countries imposing what would be regarded as unreasonable duties on commodities exported to such countries from the United States. A further section gives the President power to conclude trade agreements with foreign countries within a period of three years of the signing of the Bill, and for this the approval of Congress is not required. In such treaties the President may reduce duties 20 per cent below the rates fixed in the Bill in exchange for similar concessions. Agreements concluded under the provisions of this section will remain effective for a period not exceeding five years. In addition to these bargaining provisions, there are certain items in the tariff, such as those which cover lumber, paper, pulp, pulpwood, automobiles, and coal, the tariff treatment of which depends on that applied to similar American goods, or the export policy of other countries.

Under the heading of administrative provisions, it is proposed to change the method of valuation of imports for duty purposes. Heretofore, foreign valuations, or in other words, the actual cost price of goods, has been the basis for levying duties. The Bill provides for establishing American valuations for duty purposes which would be the prevailing price in the United States.

THE PROPOSED NEW TARIFF OF THE UNITED STATES—

Goods	Tariff Act of 1913	Proposed Tariff	Exports from Canada to United States	
			1919-20	1920-21
			$	$
Apples, per bushel of 50 lbs.	10c.	25c.	856,760	171,226
Peaches	10c. per bush. of 50 lbs.	$\frac{1}{2}$c. per lb.		
Cherries	10c. per bush. of 50 lbs.	$1\frac{1}{2}$c. per lb.		
Plums	10c. per bush. of 50 lbs.	$\frac{1}{2}$c. per lb.	362,528	933,595
Grapes, per cubic foot of capacity of packages	25c.	25c.		
Berries	$\frac{1}{2}$c. per qt.	1c. per lb.		
Other fresh fruits	.....	.....		
Apples, dried, per lb	1c.	2c.		
Peaches, dried, per lb	1c.	1c.	167,445	21,055
Other fruits, dried	.....	.....		
Apples, canned or preserved	20%	$2\frac{1}{2}$c. per lb.		
Peaches, canned or preserved	20%	20%		
Cherries, canned or preserved	20%	20%	168,105	74,565
Plums, canned or preserved	20%	20%		
Other fruits, canned or preserved	20%	20%		
Barley, per bush. of 48 lbs	15c.	15c.	1,153,933	472,033
Oats, per bush. of 32 lbs	6c.	10c.	3,059,427	4,694,519
Pease	10c. per bush. of 60 lbs.	75c. per 100 lbs.	616,975	273,207
Rye	Free	10c. per bush. of 56 lbs.	1,560,499	1,344,976
Wheat	Free	25c. per bush. of 60 lbs.	14,000,932	91,442,298
Bran, shorts, middlings	Free	$1.50 per ton	2,779,255	1,236,851
Oatmeal, per 100 lbs	30c.	60c.	22,495	19,709
Wheat flour	Free	50c. per 100 lbs.	337,514	12,023,090
Buckwheat	Free	30c. per 100 lbs.		
Corn or maize	Free	15c. per bush. of 56 lbs.	658,714	386,301
Other grain, not mentioned	.....	.....		
Oil cake	Free	Free	61,149	38,453
Rubber, raw and waste	Free	Free	433,547	133,316
Rubber tires	10%	20%	253,249	179,133
Clover seed for sowing	Free	1c. to 3c. per lb.	3,583,510	1,098,783
Confectionery, n.o.p	2c. lb. to 25%	30%	132,728	57,524
Maple sugar, per lb	3c.	4c.	1,114,304	1,956,637
Sugars, etc., testing by polariscope not above 75°.	71/100c. per lb.	1-16/100c. per lb.	504,523	9,999,566
For every additional degree	26/1000c. per lb.	40/1000c. per lb.		
Maple syrup, per lb	3c.	4c.		
Potatoes	Free	42c. per 100 lbs. (*a*)	6,819,405	8,328,862
Turnips	15% ad val.	12c. per 100 lbs.	939,630	444,830
Peas, canned	1c. per lb.	2c. per lb.		
Beans, canned	1c. per lb.	2c. per lb.	41,274	39,312
Other vegetables, canned	.....	.....		
Vegetables, other	15%	20% (*b*)	890,690	265,423
Wood alcohol	Free	15c. per gal.	.....	541,229
Flax seed (not for sowing)	20c. per bush. of 56 lbs.	25c. per bush. of 56 lbs.	4,713,993	3,473,610
Hay	$2 per ton	$4 per ton	3,675,105	3,712,979
Animals for improvement of stock	Free	Free	1,197,023	750,261
Cattle, living, 1 year old or less	Free	1c. per lb.	1,769,518	1,473,222
Cattle, living, between 1 year and 2 years old	Free	1c. per lb.	41,226,445	19,759,329
Cattle, living, more than 2 years old	Free	$1\frac{1}{4}$c. per lb.		
Horses, valued at not more than $150 per head.	10% ad val.	$30 per head	493,638	651,129
Horses, valued at more than $150 per head.	10% ad val.	20% ad val.		
Poultry, live	1c. per lb.	2c. per lb.	612,459	780,510
Poultry, dead	2c. per lb.	4c. per lb.		
Poultry dead, prepared	2c. per lb.	22% ad val.		
Sheep	Free	1c. per lb.	1,979,361	1,700,992
Swine	Free	$\frac{1}{2}$c. per lb.	439,179	331,790
Other animals	.....	.....		
Bones, horns, hoofs	Free	Free	341,342	319,668
Lobsters, fresh, frozen, packed in ice or prepared or preserved in any manner, n.o.p.	Free	Free	1,073,454	2,230,393

THE PROPOSED NEW TARIFF OF THE UNITED STATES—*Continued*

Goods	Tariff Act of 1913	Proposed Tariff	Exports from Canada to United States	
			1919–20	1920–21
			$	$
All fish, fresh, frozen or packed in ice, n.o.p. (*k*).	Free	1c. per lb.	8,114,461	8,578,663
Fish, dried, salted or unsalted	Free	1¾c. per lb.	2,655,748	1,028,580
Salmon, pickled, salted, smoked, kippered, or otherwise preserved or prepared.	15%	25%		
Fish, (except shell fish) packed in oil or in oil and other substances.	25%	26%		
Other fish	Mostly free	various		
Furs, undressed	Free	Free	16,532,801	7,932,253
Hides of cattle, raw or uncured, or dried, salted or pickled.	Free	Free		
Skins of all kinds, raw, n.o.p	Free	Free	19,738,006	4,708,612
Other hides and skins	....	....		
Harness, leather, unmanufactured	Free	Free	816,957	416,559
Sole leather, unmanufactured	Free	Free	729,103	429,568
Upper leather, unmanufactured	Free	Free	2,182,668	797,284
Boots and shoes of leather	Free	Free	350,874	276,015
Hair, animal, unmanufactured, n.o.p	Free	Free	332,112	226,105
Other hair	....	....		
Beef, fresh	Free	2c. per lb.	5,892,484	5,829,181
Veal, fresh	Free	2c. per lb.		
Mutton, fresh	Free	1¼c. per lb.		
Lamb, fresh	Free	2c. per lb.	1,425,647	2,434,390
Pork, fresh	Free	¾c. per lb.		
Other fresh meat	....	....		
Bacon and hams	Free	1¼c. per lb.	424,639	203,960
Cream, fresh, having less than 30% of butter fat.	Free	5c. per gal.	1,122,424	1,987,461
Cream, fresh, having 30% or more of butter fat.	Free	10c. per gal.		
Milk, fresh	Free	1c. per gal.	576,666	412,916
Butter	2½c. per lb.	8c. per lb.	5,712,727	3,156,951
Cheese, valued at less than 30c. per lb	20% ad val.	5c. per lb.	1,575,264	184,883
Cheese, valued at 30c. or more per lb	20% ad val.	25% ad val.		
Milk, condensed or evaporated	Free	1c. to 3c. per lb.	2,214,166	2,352,319
Cream powder	Free	8c. per lb.		
Fish oils, n.o.p	3c. per gal.	20% ad val.	1,142,362	245,665
Tallow	Free	½c. per lb.	653,085	165,396
Lard	Free	1c. per lb.	321,248	15
Eggs of poultry in shell	Free	6c. per doz.	70,514	118,513
Sausage casings	Free	15% ad val.	298,389	296,069
Flax straw	Free	$2 per ton		
Flax not hackled	Free	1c. per lb.		
Flax hackled, "dressed line"	Free	2c. per lb.	982,422	404,059
Flax tow and flax noils	Free	¾c. per lb.		
Wools, (breeds not improved)	Free	28% but not to exceed 7c. lb.		
Wools, on the skin	Free	24% but not to exceed 6c. lb.	5,293,522	2,094,691
Wools, n.o.p	Free	24c.-26c. lb. but not to exceed 35%		
Wools, waste, noils, etc	Free	14c.-25c. lb.		
Tops and rovings, valued at not more than 40c lb	8% ad val.	16-2/3c. per lb. plus 10%		
Tops and rovings valued at more than 40c. per lb	8% ad val.	27½c. lb. plus 10%	945,364 (c)	663,361 (c)
Woollen goods	20% to 50%	20c. to 36c. lb. plus 20% to 30%		
Binding twine of N.Z. hemp, manila, etc	Free	Free	3,037,525	2,924,198
Books and printed matters, n.o.p	15% ad val.	20% ad val.	353,344	557,317
Printing paper, n.o.p	Free	¼c. lb. plus 10% (d)	46,809,178	68,804,038
Paper board, n.o.p	5%	10%	2,559,291	2,423,493
Logs of fir, spruce, cedar or western hemlock	Free	$1 per M ft. B.M.		
Logs and round timber, n.o.p	Free	Free	2,294,753	3,526,152
Planks, boards, deals	Free	Free (*f*)	44,874,541	45,107,422
Clapboards	Free	Free		
Pickets, palings, staves	Free	10%		
Laths	Free	Free	3,633,363	3,636,924
Pulp wood	Free	See Logs of fir, etc	8,454,803	21,513,594
Wood pulp, chemical	Free	See note (*d*)	25,550,882	46,449,938
Wood pulp, mechanical	Free	See note (*d*)	5,765,871	11,516,607

THE PROPOSED NEW TARIFF OF THE UNITED STATES—*Concluded*

Goods	Tariff Act of 1913	Proposed Tariff	Exports from Canada to United States	
			1919-20	1920-21
Agricultural implements	Free	Free	3,281,988	3,439,149
Pig iron	Free	$1.25 per ton	2,495,853	1,852,581
Automobiles and parts	30% and 45%	25% (*i*)	447,444	2,911,229
Scrap iron	Free	$1.25 per ton	3,489,794	1,251,787
Structural iron	10%	7/20c. lb. to 25%		
Round iron, steel wire	15%	¾ to 1½c. lb. 20% if valued over 6c. lb.		
Covered telegraph wire	15%	30%		
Manufactures of iron and steel, n.o.p. (*g*)	20%	35%		
Aluminum, per lb	2c.–3½c.	5c.–9c.	3,615,890	3,167,590
Copper ore, regulus of, and copper in bars, ingots, pigs, plates.	Free	Free	11,774,125	11,329,590
Nickel in pigs or ingots	10%	5c. per lb.	} 7,533,437	6,782,971
Nickel in bars, rods, plates	10%	30%		
Nickel in sheets or strips	20%	30%		
Cobalt oxide, per lb	10c.	20c.	298,708	306,352
Cobalt and cobalt ore	Free	Free	195,000	281,746
Ores of gold and gold sweepings	Free	Free	} 5,376,289	3,036,084
Other gold	....	....		
Ores of silver and silver sweepings	Free	Free	} 5,408,520	3,596,846
Other silver	....	....		
Coal	Free	Free (*h*)	5,700,441	6,287,861
Grindstones	$1.50 per ton	$2 per ton		
Asbestos, unmanufactured, asbestos crudes, fibres.	Free	Free	6,752,577	8,479,853
Fertilizers, n.o.p	Free	Free (*j*)	4,779,756	3,563,042
Calcium carbide	Free	1c. per lb.	2,564,627	4,159,844
Mica unmanufactured or rough trimmed valued not above 15c. per lb.	4c. per lb.	6c. per lb. plus 17%	} 566,463	611,023
Mica valued above 15c. lb	25%	6c. per lb. plus 17%		
Mica, cut or trimmed, splitting plates, built-up mica and manufactures of mica.	30%	12c. per lb. plus 17%		
Ground mica	15%	6c. per lb. plus 20%		

(*a*) White or Irish potatoes.
(*b*) Classification not exactly the same as in 1913 tariff.
(*c*) Includes all manufactures of wool.
(*d*) Countries imposing export charges in printing paper, wood pulp, or pulp wood are subject to further duty of 10% ad valorem plus amount of export taxes. The Bill conditionally removes " standard newsprint " and wood pulp of all kinds, from the dutiable list.
(*e*) Exemption from duty provided for in case of countries maintaining no export restriction on such logs.
(*f*) President may impose like and equal rates of duty on lumber planed on one or more sides and tongued and grooved when imported from a country which imposes duty on such lumber from the United States.
(*g*) Goods covered by this heading vary considerably in each tariff column.
(*h*) Subject to duty from countries which impose duty on American coal.
(*i*) Provision is made for increasing this rate as high as 50% in case of countries which levy more than 25% on automobiles imported from U.S.
(*j*) Crude potash salts have been made dutiable on a sliding scale for 5 years and a duty of ⅜c. per lb. has been imposed on ammonium sulphate.
(*k*) Statistics given are those for fresh fish of all kinds.

ANTICIPATED WITHDRAWAL OF FLOUR IMPORT PROHIBITION IN DENMARK

A correspondent of the *Northwestern Miller* writes that it is generally understood that the prohibition of imports of flour from America and Canada into Denmark will be withdrawn from August 1, although no official announcement had at the date of writing been made. Mill agents and importers have already been in communication with their mill connections in America and Canada. Some business has been done in Canadian export patent at $8.50 per 100 kilos, c.i.f., Copenhagen, first half July shipment from seaboard, payment in Copenhagen, cash against documents.

Unless mills are willing to sell on these terms, no business is possible. Both Canadian and American mills are selling, or have expressed their willingness to sell, on these terms, and it is clear that the days of irrevocable credits being opened in America are rapidly becoming a thing of the past. The banks of Denmark are in a very sound position, and the majority of buyers of flour are better off now than they were in pre-war days. If a mill is careful as to whom it does business with, there seems to be no particular risk in accepting payment in Copenhagen.

DEMAND FOR STRONG FLOURS

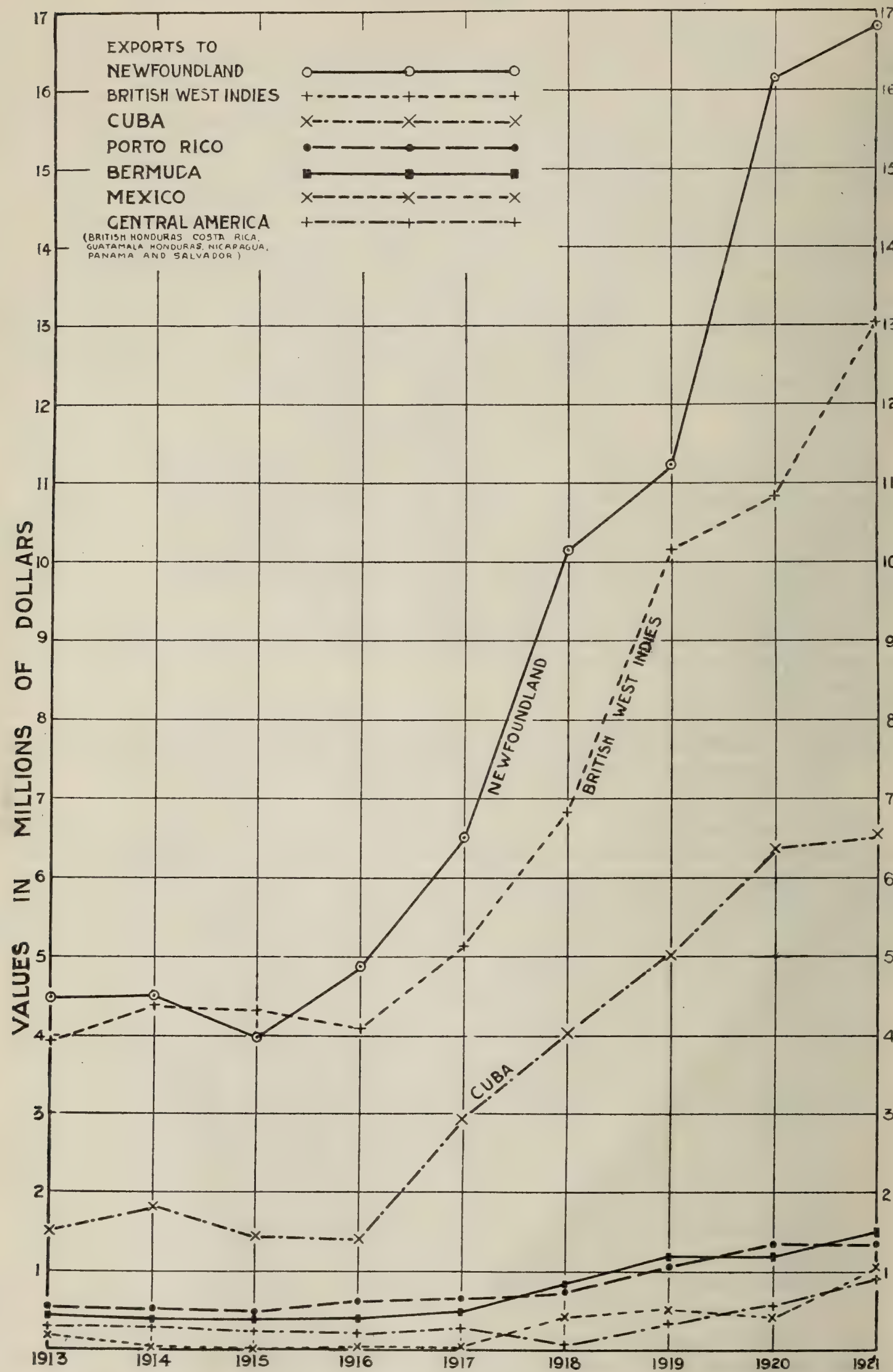
The present stocks of flour in Denmark are all of the soft variety, and there is undoubtedly a good demand for strong flours. Those of high grade quality are also in demand, and it will doubtless surprise many millers to learn that there is scarcely any demand for clears or low grades. This perhaps is a good feature, as the mills can sell all the low grades and clears that they can make, in other markets, such as Holland and Hamburg, for transit to Danzig and Czecho-Slovakia.

It is most important that mills should send as soon as possible good-sized samples of export grades to their Danish connections, as it is hoped that a good business may be done from now on.

CANADA'S EXPORT TRADE WITH CERTAIN COUNTRIES IN NORTH AND CENTRAL AMERICA AND IN THE CARIBBEAN SEA

This week's graph depicts Canada's exports for the last nine fiscal years (1913-21) with North and Central America and the principal islands of the Caribbean Sea. As Canadian trade with the United States has already been graphically illustrated in Weekly Bulletin No. 901 it has been omitted here. It will be seen that after the United States, Canada's largest customer in North America, is Newfoundland, Canadian exports to that island having steadily increased since 1916. Trade with the British West Indies has also mounted rapidly since that year, and further increases may be looked for in those islands, in view of the recent reciprocal trade agreement, under whose terms an even more favourable tariff preference than heretofore has been granted Canadian products. Again, with Cuba trade has shown an annual increase; and also, in a lesser degree, with Porto Rico and Bermuda. In the case of Mexico, where political conditions have resumed a comparatively normal state, after years of hopeless confusion, the future holds out no little promise. In view of the considerable trade of Mexico it is believed that Canada can obtain a larger share if the requisite effort be forthcoming. The islands of the Caribbean sea and the Central American Republics should afford a profitable field in the future for Canadian products. In addition to these countries, trade with the French islands of St. Pierre and Miquelon, off Newfoundland, must not be forgotten. In 1911 Canada exported goods to these islands to the value of $155,927, while in 1921 this trade had increased to $590,055. Again in reference to the remaining West Indies not included in the British West Indies (excluding the Dutch West Indies and Porto Rico), Canada sent to these islands only $135,862 worth of goods in 1911, while in 1921 these exports amounted to $528,799.

CANADA'S EXPORTS TO CERTAIN COUNTRIES IN NORTH AND CENTRAL AMERICA AND IN THE CARIBBEAN SEA, 1913-21. FISCAL YEARS ENDING MARCH 31



BACON TRADE OF THE UNITED KINGDOM

Trade Commissioner Harrison Watson

London, June 28, 1921.—Although the avowed object of the *Final Report on Meat* issued by the Standing Committee on Trusts, was to investigate the extent to which the charges of profiteering made could be sustained, the fact that the report deals almost exclusively with bacon, and in this connection includes a great deal of information about sources of supply and trade methods, renders it of direct interest to Canada, so it seems advantageous to briefly deal with some of its chief features.

The first part of the report is devoted to the consideration of the severe criticism to which the Ministry of Food's purchasing and control of bacon has been subjected by the bacon trade. As a great deal of this criticism has come from Canada—because Canadian bacon has certainly suffered from the Ministry of Food's heavy purchases of American bacon—it would have been interesting if the committee had published a definite decision as to the merits of the case. They have, however, limited action to recording the position disclosed from the evidence of the bacon traders making the charges and the explanation and reply offered by the Government officials, with the comment: "If these criticisms were justified it would not be possible to avoid the conclusion that the result of the Ministry's policy was to strengthen the bacon-exporting trade of the United States, and in particular to improve the position of the large packers"; but stating that in their opinion the investigation of the policy and methods of a Government department does not fall within the scope of the reference entrusted to the Committee.

SOURCES OF SUPPLY

The report then investigates the sources of supply of bacon and gives an interesting account of the industry and methods of marketing in the chief centres of production.

Taking two typical years, 1913 and 1920, while the quantities of bacon imported are practically the same, it is stated that although in 1913 the home production of the United Kingdom was about 150,000 tons, of which half came from Ireland, this had fallen by a half in 1920, owing to the increased demand for fresh pork.

The following statistics of importations show that supplies from Canada increased about five-fold, and testify to the important position which Canadian bacon has now gained (and it is to be hoped permanently) in the United Kingdom market:—

	1913	1920
Russia . . Tons	10,583	......
Sweden	3,095	226
Denmark	116,810	35,213
Netherlands	9,286	208
United States	128,197	182,293
Other Foreign Countries	700	2,694
Canada	16,680	75,867
Other British Possessions	293	226
	285,644	296,727
Re-exports	6,948	14,313
Tons	278,696	282,414

(1) The United Kingdom

In England there are two main centres of bacon production, in the west and in the centre, but a large quantity is cured locally throughout the country, and it is stated that in all districts, the bacon curers themselves smoke the bacon (if it

is to be smoked) and sell it indifferently to any purchaser, wholesaler or retailer. The Committee report that they could find no trace of any active combination between bacon curers in any part of England.

In Ireland too there appears to be no doubt that the individual firms compete briskly, both in buying and selling, with each other and with the co-operative societies which cure bacon. All the bacon curers of Ireland sell their bacon in Great Britain through commission agents, whose operations, it is stated, are usually thoroughly controlled by their principals.

In Scotland also the market is said to be perfectly free from the farmer on the one side to the curer and retailer on the other.

(2) Denmark

In Denmark, the co-operative bacon factories are gradually displacing the private establishments. Whereas in 1913 the latter were responsible for one-fifth of the killing, in 1916 their share amounted only to one-seventh. Both sell their bacon through agents in the United Kingdom, of whom there are about twelve operating in the south and about fifty of a somewhat different type in the north. The largest of the agents is the Danish Bacon and Co-operative Trading Company, which was started, according to evidence given before the committee, because the factories considered that the agents were receiving a commission disproportionate to the work they did. Beginning with three, it now represents seventeen factories and does about 27 per cent of the trade, selling direct to retailers as well as to wholesalers. All these factories hold shares in the company, in the aggregate more than half, and the rest of the shares are held by traders in the United Kingdom who buy from the company.

The private agents in the south of England, some of whom are in a large way of business, partially finance the export trade of the factories, paying them the value of the bacon on shipment, and charging interest until the sales are made. In the North of England, most of the fifty so-called agents are practically salesmen selling to wholesalers and retailers alike and not possessing the independent status of the southern firms.

It is reported that there is an active contest between two policies, that represented by the Danish Bacon Company, and that represented by the private agents. The former group has grown because factories conceived it to be in their interests to absorb part of the commission paid to the agent, and there is no reason why it should not grow still more.

The independent agents contend that if the Danish bacon trade fell entirely into the hands of the Danish Bacon Company or similar concern, the factories would be able to dictate prices, but in view of competition from other sources, the committee holds that this is open to doubt.

(3) United States

When supplies from Denmark were cut off during the war, United States bacon, and to a lesser degree Canadian bacon, became the standby of this country, but now that Danish bacon is again being brought in, importations of the United States product are diminishing.

While the chief importers are the "Big Five" (Swifts, Armour, Morris, Wilson and Cudahy), there are about thirty-five firms who collectively do as much business as the large group. All sell their products through agents, who are either branch or related houses of the packers, or British houses from whom wholesalers buy, although the latter sometimes, according to the state of the market, send their representatives to the United States to purchase.

Although the Federal Trade Commission reported that a combination exists in the United States between the five large companies, witnesses who had bought in the United States and who gave evidence before the Standing Committee on Trusts asserted that they had never perceived anything but keen competition among the large packers, and the representatives of independent packers stated that they had not met any unfair competition on the part of the "Big Five".

Some of the agents on this side claim to act in perfect independence of the houses consigning to them, selling the bacon for what it will fetch according to the condition of the market, while others work more closely to the instructions of the exporting firms; but whatever the method, representatives of the wholesale trade stated that they found the keenest competition among the American firms' agents.

(4) *Canada*

The Canadian bacon trade developed enormously during the war, and appears to be retaining a good deal of the ground gained, according to the report. All the packers act through agents here, and the latter operate quite independently of each other.

It is said that the prospect of the Canadian trade expanding sufficiently to drive the American bacon out of the field is not great, for in the past the Canadian farmer has not taken kindly to the hog, and the growth of export trade will depend upon that animal taking a more prominent place in Canadian agriculture than it has done hitherto.

(5) *Other Bacon*

The Dutch bacon export trade has never been large, and it is subject to the competition of the market for fresh pork. The Swedish trade is reviving again, but it can never rival that of Denmark. South Africa, Australia, the Argentine and China are now coming into the world market as bacon producers, but the cost of transport will play a great part in determining their efficiency. The Argentine appears to be the most promising of these new sources, and there the trade will be mainly in the hands of the American meat companies established in that country.

METHODS OF DISTRIBUTION

There are two associations, one of wholesalers and the other of agents doing business on the London Home and Foreign Produce Exchange and trading in London and the south. They work hand in hand on the principle of respecting each other's territory. The agents' association is composed of the agents of the Danish factories (except the Danish Bacon Company) and of the Irish and Dutch agents, but the American and Canadian agents and the British curers are not members. Agents are allowed to sell only to wholesalers, and wholesalers only are permitted to buy from agents, but certain large retailers who are able to buy 100 sides or more a week are allowed to deal direct with the agents. Any agent selling to an unauthorized person would find that the wholesalers would refuse to buy from him; and similarly any wholesaler transgressing the rule would find that the agents refused to sell to him. Any firm buying from the Danish Bacon Company (which is agent and wholesaler in one), or direct from a Danish factory would, in theory, be refused supplies of any bacon from the other agents, but some of the evidence given before the committee would seem to indicate that this regulation may be evaded.

The committee were assured that this understanding between agents and wholesalers in the bacon trade did not exist elsewhere in England. No secret is made about it in London, and it is defended on the grounds that the two classes of agents and wholesalers are necessary to the trade. Bacon is imported in the green condition and has usually to be smoked before being sold to the consumer. It is not economical to have a smoke-house unless it is kept constantly in operation, and only a few very

large retailers do so. The agents also have not got smoke-houses, and the whole work of processing devolves on to the wholesalers. These wholesalers are general provision merchants, and can combine the sale of bacon with that of other goods, thus doing it more cheaply.

Further, after considering the advantages and disadvantages of the possible direct purchase of supplies by wholesalers from the factories, the committee state: "Although in the English bacon trade the curers sell direct to the retailers, and in districts outside London and the south importers may sell either to wholesalers or retailers, we are not convinced that, with the constitution of the retail trade such as it is to-day, the abolition of the sequence of agent-wholesaler-retailer, where it exists, would be either practicable or economical."

THE IMPOSSIBILITY OF MONOPOLY

To revert to what is the real object of the report, the committee arrives at the conclusion that there has not existed "any ring or combination or other organization affecting the prices of English, Scotch, and Canadian bacon detrimentally to the retailer or consumer," and gives the following reasons why, in their opinion, it is impossible for a monopoly to be created in the United Kingdom.

"The principal kinds of bacon on United Kingdom markets are, in order of price—English, Scotch and Irish, Danish, Canadian, American. All of these have their own special markets, as, for example, English and Danish in London and the south, but the markets tend to overlap; for instance, the consumption of Danish bacon in the north of England is increasing. To some extent their prices are independent. in so far as consumers insist on getting their special brands. Nevertheless the bacon market is really all one market, and an extra temporary supply of any one kind will affect the prices all along the line. Bacon is imported green and is either sold for consumption in that state or must be smoked before it is sold to the consumer; the importer must therefore dispose of it quickly since it cannot with advantage be kept in cold storage. So long as our ports are kept open to supplies from all producing countries there cannot be any effective private control of bacon prices. Should one section of producers or importers attempt to put up prices beyond what the market warranted, they would be met by the competition of the lower brands of the next higher quality and of the higher brands of the next lower quality. This happens every day in the market under normal conditions, and would occur with any attempt at a partial monopoly. Only a world-wide combination of producers could maintain an effective control, and of this there are no signs. These considerations, in our opinion, dispose of any fear that (for instance) the Danish Bacon and Co-operative Trading Company could, by absorbing all the factories, manipulate the price of Danish bacon, or that the "Big Five" could combine to rule our market by controlling American bacon. Any attempt to raise prices would lead to the quicker development of new sources of supply like Sweden and the Argentine, or even South Africa and Australia."

FURTHER CHANGES IN AUSTRALIAN IMPORT DUTIES

According to a cablegram from Trade Commissioner A. W. Ferrin, Melbourne, under date of July 6, 1921, published in the *United States Commerce Reports,* the Australian import duty on newsprint paper (item 334, C. 1) has been changed from a 10 per cent ad valorem duty to 60 shillings per net ton, while the duty on automobile chassis (item 359 (C.) 4 (b) has been reduced from 20 per cent to 10 per cent ad valorem.

SALMON ADVERTISING CAMPAIGN IN THE UNITED KINGDOM

Mr. J. E. Ray, Canadian Trade Commissioner in Manchester, writes as follows under date June 20, 1921, on a salmon advertising campaign in the United Kingdom:

As the sales of canned salmon have been depressed for some months in the United Kingdom, attempts are being made to increase the demand by extensive advertising throughout the country. For the benefit of Canadian packers who may not be familiar with the said efforts, it may be stated that the propaganda, which as been inaugurated by the Kamchatka Salmon Packers' Association, takes such forms as the distribution of window cards in two colours which grocers are now displaying illustrating the product of this organization; the issue of one million gummed advertising labels furnished free to grocers; and the distribution of a booklet describing various methods of serving tinned salmon, the first issue of which has been fixed at 500,000 copies.

One effective illustration shown in the booklet is in the form of a clock face with the months of the year corresponding with the time hands, designed to bring home the impression that salmon should be eaten all the year round.

In connection with the advertising campaign, emphasis is laid on the desirability of obtaining the product in flat tins.

CUBA'S ECONOMIC SITUATION

Major H. A. Chisholm, M.C., Canadian Trade Commissioner

Havana, July 6, 1921.—Cuba has found that the filling of the role of the "world's sugar bowl" is now resulting in a very disappointing experience for her. With her post-war sugar production more than double that of pre-war years, Cuba now finds that the demand for her sugars has fallen off to such an extent that current prices for raw sugars do not nearly cover cost of production and that she is threatened with a "carry-over" into next year of more than a million tons. As a result, financial and economic conditions in Cuba have become very serious.

LACK OF CONFIDENCE

In the first place, the failure of the three large Cuban banks has destroyed that confidence in banking institutions arduously built up during the twenty years following Cuba's liberation from Spain. The crashing of these banks following in close succession upon the lifting of the moratorium convinced the Cuban that the only safe asset was American currency stored away in his safe or in the proverbial stocking. When the Banco Nacional suspended payments, there was indeed such a stampede to buy safes that Havana's big stock was cleaned out in a few days. Many depositors in the foreign banks liquidated their accounts and placed the cash in safety deposit boxes in the vaults of the same banks. To-day there are thousands of Cuban business men who are meeting their ordinary living expenses by withdrawing cash as they require it from their safes or safety deposit boxes.

LOW SUGAR PRICES

In the second place, the low price of sugar has so affected the ability of the sugar mills and sugar farmers to discharge their obligations that there has been a virtual suspension of payments all along the line. Sugar has fallen so low that it can be bought to-day in warehouses in the country for one and a half cents a pound. Cuba's prosperity is entirely dependent on the disbursements of the sugar centrals and haciendas in the form of salaries and wages and in payments for machinery and supplies.

Several centrals left with large sugar stocks have not even been able to pay labourers their wages. The large machinery exporters of the United States and distributors in Cuba have millions of dollars on their books which they do not expect to be able to collect under present conditions. Even if these creditors forced all the sugar mills into liquidation, their difficulties would not be solved, because there are no purchasers in sight for sugar properties except at prices now considered as hopelessly ruinous. Many valuable sugar properties are in fact passing into the hands of the foreign banks for administration.

"NO PAGO"

The ramifications of this situation are apparent in all branches of the importing business in Havana. One English textile manufacturer has only succeeded in collecting five per cent of the three million dollars owed him by Cuban importers, as he has refused to accept ruinous settlements. A New Orleans exporter of pine lumber decided to accept whatever he could get in settlements, rather than face the possible necessity of writing off the whole of his outstanding Cuban business. He found that his settlements were $10 per M feet below what it cost him to bring his lumber from his standings to the cars in Mississippi. In reply to daily importunities for payment, the Havana merchant replies, "How can I pay you, when nobody pays me?" The same merchant probably has $50,000 or $100,000 in cash stored away in his safe, which he draws on only for his household or personal expenses. The phrase "No pago," i.e. no payments, can be taken to epitomize the financial and commercial situation in Cuba to-day. One prominent merchant said that he was training a parrot to perch at the door of his establishment and to keep shouting "No pago" whenever any one entered. The large stocks held by importers and wholesalers in all lines, except foodstuffs, have served to aggravate the situation seriously. The Cuban merchant has for a long time refused to take his losses by marking down his goods. Meanwhile, the purchasing power of the Cuban consuming public has declined and many shelves are still piled high with goods bought at the peak prices of early 1920.

With Cuba virtually in a condition of "No Pago," what is being done or what must be done to bring the island back to normal? Nearly every steamer leaving New York for Havana during the last six months has carried an American banker journeying to Cuba to report on measures to be taken for Cuba's financial relief, and they all appear to have returned empty-handed. Cuba wants a large sum of American money to be applied to the relief of the sugar mills and growers to enable them to continue sugar production, but no basis satisfactory to both debtor and creditor has yet been possible.

OVER-PRODUCTION

The solution of Cuba's dilemma would appear to depend on whether she can sell her present enormous output of sugar. Cuba's sugar production has now reached a figure of nearly four million tons annually. If Cuba can find a market for her present production, nothing can keep this rich island from going forward once more. If Cuba can sell her total output, even at the low pre-war price of 2½ cents per pound, her four million tons would bring into the country an annual sugar income of some 225 million dollars, or over $80 for every man, woman, and child of her population of 2,700,000. Unfortunately, present conditions point to the improbability of the disposal of more than from two and a half to three million tons of this year's production. Instead of buying 800,000 to 1,000,000 tons of Cuban sugars, as in the years 1917 to 1920, Europe has apparently bought less than 150,000 tons of this year's crop. In other words, as far as Cuba is concerned, the European sugar situation has returned to its pre-war basis of beet root and Java sugars, to the exclusion of all but 100,000 to 200,000 tons of Cuba sugars.

Turning to the United States, Cuba's greatest market, we find that other sugar cane producing countries have been getting rid of nearly all their sugars to the

United States, while the Cuban Sugar Sales Commission (created by presidential decree about the first of the current year) was attempting to market the Cuban crop at artificial prices set by themselves. Of course, the inevitable happened. Puerto Rico, Hawaii, the Philippines, Peru, Brazil and Santo Domingo unloaded in an uncontrolled American market at prices usually a trifle under the artificial prices decreed by the Commission, and Cuba is now left holding the bag, and paying the penalty for attempting to interfere with that inexorable law of supply and demand.

As a result, partly of being shut off from the European market and of shutting herself out of the full benefits of the American market, and partly of world over-production of sugar, unless some unforeseen favourable factor enters, Cuba will face the new grinding season of 1921-22 with a million to a million and a half tons of old and deteriorating sugars. Moreover, unless world consumption increases enormously, next season's output will have to be cut down from one-half to a third. One can imagine the feelings of Canadians if there were still 100,000,000 bushels of last year's wheat in elevators in the country, and if the farmers were faced with the necessity of cutting down this year's acreage by one-half. And suppose that Canada exported only wheat, instead of the great variety of farm products exported at present, what would be the condition of trade in Canada to-day? That is the sort of position in which Cuba finds herself at the present time. In spite of the wealth of her wonderful soil and climate, Cuba is faced with a period of serious depression until she can correct the mistake of being a one-crop country.

Cuba will always be first and foremost a sugar-producing country, just as Western Canada is primarily a wheat-producing country. Cuba has been a "sugar-mining" country just as our West has been in the past a "wheat-mining" country. And Cuba must inevitably come to mixed farming as Western Canada has done.

EFFECTS ON CANADIAN EXPORTS TO CUBA

The natural effect of the economic and financial condition sketched above has been to cut down imports to a minimum of necessities. Possibly, no other country's trade is less adversely affected by depression in Cuba than is Canada's. Canadian exports to Cuba have always been more or less limited to necessities in foodstuffs—chiefly codfish and potatoes. The volume of Canadian exportations to Cuba of such foodstuffs and provisions as codfish, potatoes, flour, malt, oats, hay, butter, is keeping up well, while Cuban importations of textiles, boots and shoes, iron and steel goods, building materials, etc., have now fallen to a mere fraction of the volume of imports of a year ago.

Unless the Canadian exporter has foodstuffs to sell at the lowest market rates, he should not for the present attempt to sell anything in Cuba. If his prices are right, the Cuban importer will now pay cash. The writer would therefore not advise the Canadian exporter to take on any new accounts in Cuba unless his customer is prepared to open a banker's credit in Canada or in New York.

MARKET FOR FOOTBALL LEATHER IN FRANCE

Lt.-Col. Hercule Barré, Canadian Trade Commissioner in Paris, writes as follows under date June 26, on the demand for football leather in France:—

There was a great boom in football in France last winter, and it is likely to be renewed this fall, bringing with it a demand for footballs and, consequently, for suitable leather. English footballs are preferred to French by those who can afford the difference in price, on account of the superior quality of leather, which enables the ball to keep its shape better. It might perhaps be worth while for Canadian tanners to see whether they can produce this kind of leather at a lower cost than their English rivals, but if the French view is correct, Canadian manufacturers do not allow enough time for the hides to be properly tanned.

AUSTRALIAN FINANCIAL CONDITIONS

Trade Commissioner D. H. Ross

Melbourne, June 9, 1921.—During the last month, trade conditions in Australia have steadily improved, although the position is still far from normal. As the result of satisfactory sales of considerable quantities of Australian wheat, increased funds are becoming available in London, and a decided improvement has occurred in the exchange situation between Australia and the United Kingdom. The latest import and export statistics demonstrate that the trade balance is still much against the Commonwealth, but it is becoming more apparent that the action of the banks in withdrawing the former exchange facilities is materially reducing this adverse position.

Towards the end of May, some very substantial credit balances held by Australian banks on account of Canadian manufacturers and exporters were remitted by telegraphic transfer on London, which indicates that funds had accumulated at the London branches of Australian financial institutions. Yet, as indicated in recent reports, the banks are disinclined to establish purchasing letters of credit while Australia is largely overstocked with commodities. To old and favoured customers letters of credit, for essential requirements, are being established, but for comparatively limited amounts. Even in normal years, June and July are the dullest trading months in the year, as the half-yearly stocktaking and annual balances of the principal importing houses take place at this period. Trade therefore is now in a state of suspended animation, but the prospects have undoubtedly shown an encouraging improvement.

The agricultural outlook is exceedingly good, as fine autumnal rains have recently fallen over practically all the wheat growing areas and, provided the usual spring rains are experienced in September or October, an average crop may be anticipated. The local wool sales have shown an unexpected firmness, and if the immense quantities of Australian wool in the domestic and oversea markets could be speedily sold at fair prices, the financial position would readily respond.

Ocean freights have experienced a downward tendency, the current rate on wheat and flour to South Africa being about £2, 10s. per ton, as against £2, 17s. 6d. at the end of April. There is no lack of steam tonnage for Calcutta, Hong Kong, Shanghai and Japanese ports, at lower rates than have been ruling since 1914.

GERMANY'S INDUSTRIAL ACTIVITY

Some interesting facts regarding Germany's industrial activity are reported by Mr. P. Harvey Middleton, of the Guaranty Trust Company, of New York, who has just returned from a tour of observation in that country.

Krupp's works at Essen are engaged on a surprisingly wide range of production. Heavy locomotives are being turned out in the great locomotive shop at the rate of one a day; while another shop records a daily average of eight goods wagons. Five-ton lorries—every part of which, with the exception of the rubber tyres, is made under one roof—are being constructed side by side with small motor scooters.

Other manufactures include railway supplies of all kinds, machines for the textile and paper industries, dredges, floating docks, pneumatic tools, surgical instruments, Diesel engines, doors for safes, cash registers and adding machines, apparatus for moving pictures, etc. Passenger and freight steamers are being constructed at Krupp's Germania Shipbuilding Plant in Kielgaarden.

REVIEW OF AUSTRALIAN TRADE IN 1919-20

Trade Commissioner D. H. Ross

II

Importations of Interest to Canadians

It is impossible to condense, within the limits of this report, a comprehensive review of the 895 distinct classifications of the importations into Australia in 1919-20, nor is it considered that any special service could be rendered to Canadian trade by commenting upon all the schedules. The trade returns of the Commonwealth are held for reference by the Department of Trade and Commerce, Ottawa, to whom application should be made for any special return required by manufacturers and exporters. It is considered that, as in previous years, statistical returns, supplemented by brief comment on the principal lines of goods and products of likely interest to Canadian manufacturers, is all that is necessary to emphasize the trading requirements of the Commonwealth.

In subsequent paragraphs will be found particulars relative to the principal lines of Australian imports in 1919-20 which are considered to be of special interest to manufacturers.

IMPORTS OF AGRICULTURAL IMPLEMENTS

Importations of agricultural implements into Australia in prewar years showed comparatively little variation when taken over several seasons. The trade fluctuates according to the climatic conditions experienced, and in the extent of the new areas being opened for cultivation. Should a season be favourable, there is a corresponding demand for new farming implements and machinery, whereas if a season is unfavourable large stocks are carried over until the succeeding normal year.

The total imports of agricultural machinery and implements, from all countries, into the Commonwealth for the years 1917-18 to 1919-20 are shown thus:—

	1917-18	1918-19	1919-20
Agricultural machinery, etc.	£350,148	£665,568	£437,733

CANADIAN AGRICULTURAL IMPLEMENTS

In 1919-20 Canada continued to maintain the predominating position in the importing agricultural machinery and implement trade of the Commonwealth. In addition to the adaptability of the implements for Australian requirements—many being made specially for that purpose—the principal manufacturers are represented by either branch houses or capable agents, with perfect selling organizations, which materially contributed to the results attained. For cultivating, sowing, and cutting the importations are practically confined to agricultural machinery made in Canada and the United States. The importations from the United Kingdom are largely composed of plough shares, plough boards, and articles required by Australian manufacturers for the construction of locally made implements. In addition there are a few threshing outfits, some cream separators and rollers and mowers of British make. For comparative purposes, the annexed schedule illustrates the value of Australian importations from the three principal sources of manufacture—Canada, the United States, and the United Kingdom—for the last three years:—

Agricultural machinery	From Canada	From United States	From United Kingdom
Australian imports 1917-18	£169,786	£157,358	£ 19,050
Australian imports 1918-19	334,929	257,569	69,703
Australian imports 1919-20	223,259	144,663	62,039

AGRICULTURAL MACHINERY IMPORTS CLASSIFIED

Many items of agricultural machinery of minor importance are included in the Commonwealth trade classification with items of considerable value. In giving the values of the importations for the last two years in the appended schedules, comment is made only upon the more important items. As heretofore, should detailed information be required by manufacturers of special farming machinery and implements as to their adaptability for the Australian trade, it will be furnished on application. The classification and values of the imports into Australian, showing increases and decreases, will be found in the appended tables:—

Chaffcutters and Horse Gears, Chaffcutter Knives, Corn Shellers, Corn Huskers, Cultivators n.e.i., Harrows, Ploughs n.e.i., Plough Shares, Plough Mould Boards, Scarifiers

Country of origin	1918-19 Value	1919-20 Value	+Increase —Decrease
United Kingdom	£ 12,599	£ 15,582	+ £ 2,983
Canada	89,374	56,460	— 32,914
New Zealand	808	1,088	+ 280
Other British countries	47	81	+ 34
United States	58,353	27,408	— 30,945
Other foreign countries	32	146	+ 114
	£161,213	£100,765	£ 60,448

The decrease in values in this classification is stated by experts to be due to the usual variations in the requirements of particular seasons and to stocks carried over. Canada continues to hold the principal trade in cultivators and some lines of ploughs, and, in addition to a large share of this trade, the United States controls the bulk of such lines as corn shellers and huskers. The United Kingdom predominates in chaffcutters, knives, horse gears, plough shares, and mould boards.

Combined Corn Shellers, Husker and Bagger, Combined Corn Sheller and Husker, Disc Cultivators, Stump Jump Plough, Winnowers, Seats, Poles, Swingle Bars, Yokes and Trees for Agricultural Machines, when imported separately —Imports

Country of origin	1918-19 Value	1919-20 Value	+Increase —Decrease
United Kingdom	£ 60	£ 262	+ £ 202
Canada	31,142	17,336	— 13,806
New Zealand	......	55	+ 55
United States	16,166	14,286	— 1,880
	£47,368	£31,939	— £ 15,429

Imported stump jump ploughs are almost exclusively Canadian, while the trade in disc cultivators, seats, poles, swingle bars, yokes and trees are held by Canada and the United States. Corn shellers and huskers are unimportant in value. The competition of Australian manufacturers has a direct bearing upon the importations under this classification.

Drills (Fertilizer, Seed and Grain)

Country of origin	1918-19 Value	1919-20 Value	Decrease
United Kingdom	£ 134	......	£ 134
Canada	33,345	£ 19,744	13,601
United States	3,177	2,853	324
	£ 36,656	£ 22,597	£ 14,059

The marked decrease in the importations of seed and grain drills from £117,079 in 1911 to £22,597 in 1919-20 is attributed chiefly by experts in the contention that the demand has been overtaken. It is admitted that the importations in 1911 were largely in excess of requirements, and that the competition of Australian makers has been a contributing factor in the declining imports. Higher factory costs and abnormal ocean freights, in the period under review, are reflected in the trade returns. When new areas of land are opened up for cultivation the demand for drills will revive in a similar ratio.

Attachments for Drills (Fertilizers—Seed and Grain) Imports

Country of origin	1918-19 Value	1919-20 Value	Increase
United Kingdom	......	£ 273	£ 273
Canada	£ 6,680	7,518	838
United States	721	1,211	490
	£ 7,401	£ 9,002	£ 1,601

This trade is dependent upon replacements required for imported drills and parts used by Australian manufacturers of agricultural machinery.

Harvesters (Strippers) Imports

Country of origin	1918-19 Value	1919-20 Value	Decrease
Canada	£105,050	£ 63,772	£ 41,278
United States	79,203	2,098	77,105
	£184,253	£ 65,870	£118,383

The variation in importations of agricultural machinery, from year to year, is reflected in the above schedule. In 1917-18 the value was £81,900, and in 1916-17 the total was £142,042. The massive stripper harvesters made in Canada are held to be superior to all competitors. These harvesters (which are also extensively made in Australia) can only be used under dry climatic conditions—such as in Australia and the Argentine—where the grain is ripened on the straw.

Metal Parts of Stripper Harvesters and Strippers (Import)

Country of origin	1918-19 Value	1919-20 Value	Decrease
Canada	£ 5,239	£ 5,058	£ 181
United States	3,809	2,095	1,714
	£ 9,048	£ 7,153	£ 1,895

Coincident with the importations of harvesters is the demand for replacements, while a portion of this item is represented by the requirements of local manufacturers.

Mowers, Reapers and Reapers and Binders (Imports)

Country of origin	1918-19 Value	1919-20 Value	+Increase −Decrease
United Kingdom	£ 508	£ 3,689	+ £ 3,181
Canada	51,004	42,712	— 8,292
New Zealand	42	296	+ 254
United States	11,565	22,830	+ 11,265
	£ 63,119	£ 69,527	+ £ 6,408

With the much enhanced costs of all agricultural machinery in recent years, it is admitted that farmers are now taking much better care of their harvesting out-

fits, and the strong demand for replacements is an indication in this regard. As in other lines the demand for reapers and binders—which are only used a few weeks in harvesting—is subject to extreme fluctuations for much depends upon climatic conditions. Mowers are mainly used for cutting lucerne (alfalfa), which is a quick-growing crop, hence these machines are in operation the year round in Australia. One large Australian implement factory has started the manufacture of reapers and binders, and if the customs duty of £10 each which came into effect on January 1, 1921 (but has not at this date been ratified by Parliament) is maintained it will have a most serious effect upon importations.

Agricultural Implements, N.E.I. (Dutiable) Imports

Including cane loaders, unloaders, and harvesters, channel-making graders, garden and field-spraying machines, rollers, hose reels, syringes, horse road rollers and machines, lawn mowers, sweepers and sprinklers, road scoops and scrapers, scoops, stump extractors:—

Country of origin	1918-19 Value	1919-20 Value	+Increase −Decrease
United Kingdom	£ 2,671	£ 7,708	+ £ 5,037
Canada	445	3,291	+ 2,846
United States	46,960	29,976	− 16,984
Other foreign	90	431	+ 341
Other British	9	367	+ 358
	£ 50,175	£ 41,773	— £ 8,402

In garden and orchard implements, and other lines included in this miscellaneous schedule, United States manufacturers continue to hold the bulk of the trade. Well-established makes of British and United States lawn mowers control the bulk of the Australian requirements. The demand continues throughout the entire year, and is undoubtedly worthy of the close attention of manufacturers in the Dominion. Channel graders and scoops, chiefly from the United Kingdom and the United States, are used in irrigation and swamp reclamation works.

Agricultural Implements, Other Imports

Including testers and pasteurizers; cotton gins; fibre scutching machines; hand-worked rakes and ploughs combined, hay tedders; horse rakes; lucerne bunchers; maize harvesters; maize binders; milking machines; mouldboard plates in the rough and not cut into shape; potato raisers or diggers; potato sorters, root cutters, pulpers, and graders; straw stackers; sub-surface packers; threshing machines, etc:—

Country of origin	1918-19 Value	1919-20 Value	+Increase −Decrease
United Kingdom	£ 53,731	£ 34,525	— £ 19,206
Canada	12,650	7,368	— 5,282
New Zealand	1,301	1,200	— 101
Sweden	1,038	2,736	+ 1,698
Denmark	......	1,372	+ 1,372
United States	37,615	41,906	+ 4,291
	£106,335	£ 89,107	— £ 17,228

The importations from Canada are chiefly horse rakes, lucerne bunchers, root cutters, pulpers and sub-surface packers. Importations from the United Kingdom are mainly represented in mouldboard plates and a few threshing outfits. From the United States the leading lines under the above schedule are similar to those from Canada with the addition of rakes, bunchers, and mouldboard plates.

LIME SPREADERS ON AUSTRALIAN FARMS

As outlined in former reports, a demand has arisen for lime spreaders to overcome the sourness of the soil caused by the continued use of superphosphates as a fertilizer. The spreaders are in chief demand in the districts where lucerne (alfalfa) is under cultivation. The majority of the machines in use are made in Australia, but Canadian and United Kingdom spreaders participate in the trade.

CORN PLANTERS

In Australia corn planters are known as maize drills. What is known as the check-row planter in North America has not found favour in Australia. Under normal seasons, the sale of single row corn planters—or maize drills—is not estimated to exceed 1,000 planters, of which the importations are from Canada and the United States. The sale is chiefly in the States of Queensland and New South Wales. It is estimated that about one-third of the planters are equipped with a small fertilizer attachment to permit the sowing of superphosphates or bone dust along with the corn.

FARM TRACTORS

There is no separate classification in the Commonwealth trade returns showing the importations of farming tractors, which are included in the schedule of portable and traction engines and are dealt with under a subsequent paragraph. After recent persistent effort made by this office to place the agency of a well-known line of Canadian tractors with leading dealers in agricultural machinery, it has been demonstrated that the future of the tractor trade in Australia is one of the hardest problems to solve. A number of implement houses have expended considerable money in endeavouring to place tractors on the market by giving working demonstrations before farmers in various country districts, but without achieving even moderate success. Viewed from the aspect of the large sale of other farming machinery, the number of tractors in use is small, but—on expert authority—the percentage of disappointed users is high. One light American tractor has had the largest sale, on account of its comparatively low price and general utility, combined with a capable selling organization, but the tendency of users has been to overload the mechanism beyond what it was built for. A number of Australian machinery manufacturers have been turning out some tractors, but this output has also been exceedingly limited.

Generally, it is considered by the agricultural implement trade that prices must be considerably reduced, and even then a fair expenditure will be necessary in conducting demonstrations before payable results can be anticipated.

DECLINE IN IMPORTS OF IMPLEMENTS FORECASTED

After a rather protracted dry period, welcome rains have been experienced in the areas devoted to wheat and other cereals. At this date, the seasonable outlook is excellent, but the harvest will depend upon the spring rains in September and October. The decrease in the Australian importations of farming implements and machinery in 1919-20 was caused chiefly by the carry over from the previous season.

The importers of agricultural implements anticipate that the importations in the fiscal year to end on June 30, 1922, will show a further decline. This estimate is based upon a reduction in values of wheat and other primary products, the shortage of farm labour, increased customs duties, and stringent finance. The competition of Australian manufacturers is also becoming more pronounced. The combined cultivator and drill—an Australian invention—is being extensively made by domestic implement plants.

On account of the shortage of labour and high wages to farm hands, an evolution in some agricultural implements has been taking place by increasing their sizes and

capacity. A few years ago a drill which would sow up to 8 feet was considered to be quite a large implement, but now drills up to 13 feet are extensively sold. Binders have been increased from 6 feet to 8 feet, and the tendency is for larger machines to conserve labour.

AUSTRALIAN AGRICULTURAL IMPLEMENT FACTORIES

The manufacture of agricultural machinery is an important and old-established Australian industry. While Melbourne is the chief centre of the industry, factories are in operation in all the states. In country towns there has been an increase of small factories. There has been no marked expansion in the output owing to the difficulty in obtaining necessary materials from oversea and the scarcity of skilled labour. Excluding reapers and binders, mowers and rakes—all of which have hitherto been imported—Australian factories produce implements similar to those imported from oversea. The local output chiefly consists of stripper harvesters, winnowers, grain and fertilizer drills, disc and tyne cultivators, and stump jump ploughs. Quite recently a line of Australian reapers and binders has been placed on the market.

The appended table gives particulars concerning Australian agricultural machinery factories for the years 1917 and 1918 (the latest available):—

	1917	1918	+Increase —Decrease
Number of factories	142	142	......
Number of employees	3,313	3,336	+ 23
Actual horse-power of engines used	2,613	2,566	— 47
Approximate value of land and buildings	£340,521	£355,830	+ £ 15,309
Approximate value of plant and machinery	£339,244	£360,621	+ £ 21,377
Total amount of wages paid	£427,102	£428,522	+ £ 1,420
Value of fuel used	£ 27,659	£ 30,011	+ £ 2,352
Value of raw materials worked up	£798,110	£762,969	— £ 35,141
Value of final output	£1,465,955	£1,415,375	— £ 50,580
Value added in process of manufacture	£667,845	£652,406	— £ 15,439

AGRICULTURAL IMPLEMENTS EXPORTED FROM AUSTRALIA

The values of the Australian-made agricultural implements and machinery exported from the Commonwealth in 1918-19 and 1919-20 are tabulated thus:—

Australian (origin) exports	1918-19 Value	1919-20 Value	+Increase —Decrease
Cream separators	£ 1,120	£ 636	— £ 484
Ploughs and harrows	3,481	2,372	— 109
Reapers and binders	......	1,213	+ 1,213
Stripper harvesters	3,475	676	— 2,799
Harvester parts	243	22	— 221
Implements (Unspecified)	20,837	20,128	— 709
	£ 29,156	£ 25,047	— £ 4,109

These comparatively small figures do not convey the extent of the export trade in normal years, as in 1913 the Australian exports—chiefly of stripper harvesters—to the Argentine Republic were valued at £175,000. The high cost of materials, but more particularly the lack of ocean transportation in the period under review terminated the export trade. These adverse trading conditions have to some extent been compensated for the strong domestic demand.

COMMERCIAL NOTES FROM NEW SOUTH WALES

Commercial Agent B. Millin

Trade Conditions in New South Wales

Sydney, June 9, 1921.—Two months since it appeared as if the importing boom, which has been so noticeable during the last twelve months, was on the down grade, but recent figures show the contrary. The exports for the first nine months of the financial year ending on June 30 show a falling off of £19,500,000 as compared with the total value of imports. Doubtless the cheaper freights now ruling have had some influence on the situation.

Prices still continue to fall gradually, but many merchants contrive to obtain remunerative figures for high-cost stocks, and sales at sacrifice rates are reported as rare.

The wool market has improved so much as to raise hopes in those interested in the disposal of wool that the corner has been turned at last and that prices are on the upgrade. Pastoral conditions continue to be good everywhere, with bright prospects for a heavy lambing and an excellent wool clip.

Manufacture of Galvanized Iron in New South Wales

Works and plant that cost over £250,000 have just been established at Newcastle, N.S.W., by John Lysaght (Australia), Limited, for the manufacture of galvanized iron—the only one of its kind in the state. The site occupies 28 acres; production is 600 tons of galvanized iron per month, and provision has been made for an increase in monthly output to 2,400 tons.

Australia is a large consumer of galvanized iron, and it is believed that an extensive market for the company's products is assured. Many of the skilled operatives from abroad had necessarily to be imported, and an extensive housing scheme has been inaugurated in connection with the works.

Mineral Production in Queensland, 1920

The value of mineral production for the State of Queensland for 1920 was £3,462,214, or £990,187 more than the previous year's production. Copper held the first place, the product being valued at £1,551,995. The yield of coal was higher than for 1919 (1,109,913 tons as compared with 1,024,273), and constitutes a record for the state. The value was £841,551, as against £409,342. Gems also showed a much increased value—£65,831, as compared with £42,883 in 1919. The gold yield was worth £489,701, which was £24,402 less than the 1919 return. Other leading items were tin, silver, lead, wolfram, molybdenite, limestone, ironstone, and arsenic. Owing to the low prices of metals and the consequent closing down of many mines, the yield for this year is likely to be seriously affected.

Increased Shipping Facilities with Australia

The service established some years ago by the Union Steamship Company between San Francisco and Sydney via New Zealand, carrying both freight and passengers, was partly interrupted during the war period, and Wellington made the terminus instead of Sydney. It has now been decided to resume the through service. The *Marama* leaves Sydney on June 23, the route being via Wellington, Raratonga, and Papeete. The service will be a monthly one.

The Swedish-Australian Shipping Line has decided to extend its operations in Australia. This company during the last few years has built up a large connection between Australia and Continental ports. With the motor-driven vessels now in the trade, together with new vessels under construction, this corporation's interest in the Australian carrying trade will be large.

Building Trade in New South Wales

The building trade in New South Wales is very slack, notwithstanding the fact that the price of some building materials has decreased. In the large centres of population practically the only construction going on is in the manufacturing districts, and then only to a limited extent. Notwithstanding the fact that there is a great shortage of houses, very little building is being undertaken. This is ascribed to the operations of the Fair Rents Act, under which the return from property is prescribed within unreasonable limits. Another factor is the increase in cost of travelling between the suburbs and towns, which is driving people to live in the large centres in flats and other confined spaces.

Movement for Overseas Trade Expansion

The Commonwealth Bureau of Commerce and Industry has made arrangements with the Government of the Straits Settlements whereby Australian manufacturers and merchants will be given opportunities to tender for supplies required by that Government. The slackness of trade generally in Australia is drawing the attention of exporters to the possibilities of trade expansion in the East, whither the recently appointed Trade Commissioner has just taken his departure.

Manufacture of Leather in New South Wales

The leather trade in New South Wales is at present very slack, owing to the decline in the export trade due to the general collapse of the world's markets. Manufacturers are hopeful that matters will soon right themselves, for in normal times there is a constant demand for Australian leather abroad—an outcome largely due to the advertisement afforded by the excellence of the Australian army boot during the war.

In 1913 there were 13,456 operatives engaged in the leather trade. This year the number of operatives is 17,987. The value of the output in all leather lines has increased from £4,000,000 to £10,000,000.

Australia's Wool Trade with Japan

Japanese buyers are very materially helping Australia to dispose of its accumulated stocks of wool. Generally speaking, they are only purchasing wool in the higher grades, which is being sold at very fair prices, and they are actively competing for wools answering their requirements. A recent shipment of 10,324 bales of wool was the largest shipment of Australian wool ever taken to Japan.

New South Wales Wheat Harvest

The final returns of the New South Wales wheat crop for 1920-21 have just been issued. The aggregate yield was given as 53,715,840 bushels from 3,124,370 acres, or a return of 17·2 bushels per acre. That is the best average since 1903-4. On the Government guarantee basis it is worth, at 7s. 6d. per bushel, £20,143,440. The satisfactory returns from the State's wheat crop have assisted materially in easing the financial situation and helping to tide over the shortness of money caused by the late realization of the wool clip and the collapse of the metal markets.

Seasonable conditions this year have been excellent, and it is anticipated that the wheat acreage to be sown will at least equal that of last year. There are still thousands of acres of suitable wheat lands untilled in the state owing to the absence of railways in certain districts.

Proposed Construction of Large Bridge at Sydney

The city of Sydney is built on land the position of which closely resembles that on which the city of New York is built, and its extension on the other side of the

harbour has been so rapid that the necessity of a bridge is becoming more apparent every day. All cross-harbour traffic is now carried on by means of steam ferries. Ten years ago it was estimated that 10,000,000 passengers were carried across, but the traffic has now doubled from that time.

Proposals for the construction of a bridge have been considered on many occasions, and in 1916 the work in connection with the approaches was actually begun, but discontinued twelve months later owing to financial stringency. The State Government has, however, just announced its intention to call for tenders for its construction during this year, and proposes to pay for it by special taxation. The dimensions of the proposed bridge are: total length, 2,600 feet; main span, 1,600 feet; and shore arms each 500 feet long. The piers will have a height of 456 feet above water level. It is estimated that the bridge will cost £5,000,000 and take ten years to construct. Canadian bridge builders will be advised of any progress made in connection with the calling of tenders.

PACKING FOR THE BRITISH WEST INDIES: SOME SUGGESTIONS

Trade Commissioner E. H. S. Flood

Barbados, June 16, 1921.—A marked improvement has been made in the last few years by Canadian firms in their method of packing goods for the West Indies. Something further still remains to be done, however, before Canadian goods reach these markets in as good condition as similar goods from England. A second-hand case, for instance, in which to pack expensive goods would hardly ever be used by an English firm familiar with this trade. A new case would be used, made from one-inch or at least seven-eighths stock, firmly nailed, and when packed would be strapped with iron at the ends and—if a large case—strapped in the middle also. Such a packing case would hold the contents securely, reduce the risk of pilferage to a minimum, and if forced open with this intention, would clearly show the marks.

It is necessary to bear in mind that the facilities for handling cargo are not the best at West Indian ports. At St. Lucia, Jamaica, and Georgetown ships are docked, and the cargo discharged on the wharves, but with these exceptions at all ports in the West Indies cargo is taken off on lighters at the ship's side, discharged at the wharves, then warehoused, and handled again for the fourth time on delivery to the consignee. Under such circumstances it is clear that the greatest care should be taken in making the case or whatever package is used perfectly strong, as failure in this respect means loss to somebody and a prejudice against the exporting country.

A personal investigation among the warehouses in this island has elicited some specific information on the subject which is summarized in the following paragraphs:—

Lard.—A leading firm in Barbados who import large quantities of lard state that lard often arrives from Canada in bad condition because the container is not hermetically sealed and in addition should have a tin cover placed over it to be used after the tin is opened. This is important, as Canadian lard is now being imported, and may hold the market if it comes properly put up, as it has in its favour both the preferential duty and the advantage of exchange. Another point to be noted in regard to lard is that, instead of being shipped in a strong box, iron strapped, it comes sometimes in a crate which makes pilferage easy, and it is stated that second-hand cases are being used which, in the opinion of the trade here, is emphatically wrong. On the Continent the cases used for shipping oleo and butter are not only strong but have a wooden strap fixed to the corners in the inside of the case to prevent working, and the consequent indenting of the tins, which destroys their appearance and makes sales more difficult.

Hams.—Complaints are made also in regard to the second-hand cases which are sometimes used for shipping hams from Canada, and also of the light construction of the new cases. Hams put up in this fashion nearly always arrive in bad condition, disfigured and liable to pilfering, and under these circumstances no claims are admitted by the shipping companies.

Split pease.—In putting up split pease it is now customary to use a double bag for 210 pounds of pease, and a single bag for 105 pounds. Occasionally the 210 pounds bag is shipped single, and the result in most cases is a torn bag with attendant loss, and without any claims allowed.

Dried fruit.—Dried fruit consignments are sometimes put up in boxes not sufficiently stout though generally iron bound. The writer examined some of these boxes and found them warped and broken away at the ends in spite of the iron binding. This was due partly to the dampness of the fruit. Under these conditions there is a loss of the contents through spilling, and pilferage is almost invited.

Flour.—No complaints are now heard in regard to the method of shipping flour from Canada. It generally arrives in good order as far as packing is concerned.

Dried fish.—A leading importing firm states that both from Canada and Newfoundland the 480-pound casks of dried fish are defective in the heads which, on account of the weight of the contents, is liable to and often does spring off. In a recent consignment of 100 casks shipped twelve heads had sprung up and were loose. The remedy suggested is that at right-angles to the run of the head a strong piece of wood should be fitted in, nailed firmly into the head, and made secure at the chime of the barrel.

Pickled fish, herring, salmon, trout.—Until recently these were packed in somewhat loosely made barrels, and leakage occurring the contents were spoiled as in the tropics fish and meat stuffs go bad quickly. There is now, however, some improvement seen in pickled fish packed for export, but something more can be accomplished. The barrel used in Newfoundland for packing fish for the West Indies is bound with four iron hoops, whereas the Canadian barrel is bound with wooden hoops, which are declared to be an inferior method, and it is suggested that Canadian shippers follow the Newfoundland practice in this respect.

Salt pork (snouts, tails, ribs, etc.).—Though no complaints are heard concerning the barrels in which the pork is packed in Canada, complaints are made as to the weakness of the brine, which is not strong enough to prevent the pork going off in quality, and requiring often to be re-pickled here. Shippers of pork in the United States use a strong brine that obviates re-pickling.

Dry goods.—No great volume of dry goods are imported into the West Indies from Canada, though these are generally on the increase. The same complaints are made in regard to the cases used in shipping dry goods both from the United States and Canada as well as other lines, namely, that the cases are not strong enough and not sufficiently bound. Canadian firms are reported here as packing their goods with considerable care, but the cases are not quite secure.

Jam and preserved fruit (bottled).—Jam should be wrapped in corrugated paper. No complaints are made in regard to the packing cases used in shipping, but only to the breaking of the bottles, which might easily be prevented by properly wrapping them in paper, as suggested above. In putting up jam for shipment to Barbados, it is worth noting that the short one-pound bottle, screw top, is preferred to the tall one.

Crates.—Only under exceptional circumstances are crates recommended, and where the contents of the crates can receive little damage either from rain or rough

handling. Wooden boxes cost a little more, it is true, but in the end prove themselves cheaper, as the contents arrive in better condition and less liable to loss from pilferage.

Apples.—As a rule apples are shipped to Barbados in barrels, and probably into all the West Indian Colonies in the same way. In this hot climate apples packed in barrels, on account of their bulk, begin to sweat, and in consequence spoil very quickly. Occasionally we find a shipper packing his apples in a box made like an orange box though stronger, to contain from 100 to 120 apples, depending on their size. Packed in this way the apples reach here in good condition, are more carefully handled, are easily disposed of by the consignee, and the fruit does not deteriorate. A much greater quantity of Canadian apples would be imported if this method of packing were followed.

In the Tropics during certain seasons of the year, very heavy and frequent showers of rain occur, and where cargo is handled in lighters as it is in these islands, it is liable to get wet, as it takes about two hours to receive cargo from the hold of the ship to the shelter of the warehouse. These conditions must be always kept in mind by the Canadian shipper, where the consignment is of goods liable to injury by moisture.

MARKET FOR GALVANIZED WIRE FENCING IN THE WEST INDIES

In response to inquiries, Mr. E. H. S. Flood, Canadian Trade Commissioner in Barbados, writes as follows under date June 21, 1921, on the market for galvanized wire fencing in the British West Indies:—

As a general rule estate owners in the West Indies do not enclose their properties by fences. No plain or barbed wire enclosures are erected except about the estate houses or sugar factories, and are generally cattle yards, poultry yards, tennis courts or gardens. The demand therefore for wire fencing is not as large as might be supposed in an agricultural country, though, of course, there is a considerable demand for plain and barbed wire. A recent investigation, by the writer, of the stocks of four leading hardware stores in Barbados disclosed a considerable stock of plain and barbed wire, some rolls of closely woven mesh wire, and woven wire for tennis courts, but no galvanized wire fencing of the ornamental sort. When ornamental wire fencing is required it is generally imported to order. The above statement indicates the small demand in Barbados and the writer is assured that even a smaller demand exists in the islands of the Windward and Leeward groups.

In Trinidad more attention is given to fencing and to the general appearances of grounds about the homes; and the demand for wire fencing would probably be greater than in Barbados. No statistics are available.

British Guiana.—In this colony—where fencing comes under classification the import of "rivets, clinches, wire, woven wire for fencing and gates," the imports in 1919 were valued at £7,630, the bulk of which was no doubt plain and barbed wire.

Jamaica.—The customs return gives "iron and steel wire for fencing, £2,549," and "steel wire netting, £4,936."

At present the most of the wire and wire fencing comes from the United States, and mesh netting and gauze from the United Kingdom. Prior to the war the bulk of all iron and steel manufactures, including wire, came from the United Kingdom.

A fair estimate of the value of the total import of "iron and steel wire, clinches, and woven wire fencing" into the West Indies would be about £25,000.

CHINESE MARKET FOR HEAVY HARDWARE AND METALS

TRADE COMMISSIONER J. W. ROSS

Shanghai, May 30, 1921.—The trade in heavy hardware in China is somewhat different than that of general hardware reported on in *Weekly Bulletin* No. 904 (page 867), for there are certain native dealers in Shanghai who confine their business entirely to the heavier articles, and several Chinese firms who deal exclusively in steel and iron bars and galvanized iron and tin plates and nails; whereas in general hardware the trade is much more universally distributed. There are also certain engineering firms who only purchase heavy hardware for use in their business, this applies particularly to shipbuilders who import all their plates from abroad.

MILD STEEL BARS

In giving the volume of trade per annum in all these articles, the returns for 1919 will have to be taken, for the figures for 1920 are not yet available. Mild steel bars imported into China in 1919: piculs 812,862, or short tons 54,191. Of this total the United States furnished about 50 per cent, Japan 30 per cent, Canada 10 per cent, and all other countries the balance.

The sizes of mild steel bars mostly required are as follows:—

	Size in mm.		Size in mm.
Square bars, 5 or 6 metres, long...	10 x 10	Flat bars; from 5 to 8 metres, length.	15 x 60
" " ...	12 x 12	" " ..	15 x 100
" " ...	15 x 15	" " ..	15 x 120
" " ...	16 x 16	" " ..	15 x 180
" " ...	18 x 18	" " ..	20 x 30
" " ...	20 x 20	" " ..	20 x 50
" " ...	25 x 25	" " ..	20 x 60
" " ...	30 x 30	" " ..	20 x 75
" " ...	35 x 35	" " ..	20 x 80
" " ...	40 x 40	" " ..	20 x 150
" " ...	45 x 45	" " ..	25 x 60
" " ...	50 x 50	" " ..	25 x 65
" " ...	60 x 60	" " ..	25 x 75
" " ...	70 x 70	" " ..	25 x 80
" " ...	80 x 80	" " ..	25 x 120
" " ...	100 x 100	" " ..	35 x 95

	Size in mm.		Size in mm.
Flat bars; from 5 to 8 metres, length.	5 x 20	Round, in lengths of 5 to 8 metres...	6
" " ..	5 x 30	" " ...	8
" " ..	5 x 40	" " ...	9
" " ..	5 x 50	" " ...	10
" " ..	6 x 40	" " ...	12
" " ..	6 x 50	" " ...	13
" " ..	6 x 65	" " ...	14
" " ..	7 x 30	" " ...	15
" " ..	8 x 40	" " ...	16
" " ..	8 x 50	" " ...	18
" " ..	6 x 100	" " ...	19
" " ..	10 x 40	" " ...	20
" " ..	10 x 50	" " ...	22
" " ..	10 x 60	" " ...	24
" " ..	10 x 65	" " ...	25
" " ..	10 x 70	" " ...	27
" " ..	10 x 80	" " ...	28
" " ..	10 x 90	" " ...	30
" " ..	10 x 100	" " ...	32
" " ..	10 x 120	" " ...	35
" " ..	10 x 130	" " ...	38
" " ..	10 x 150	" " ...	40
" " ..	12 x 40	" " ...	45
" " ..	12 x 50	" " ...	50
" " ..	12 x 60	" " ...	60
" " ..	12 x 100	" " ...	65
" " ..	12 x 120	" " ...	70
" " ..	12 x 140	" " ...	75
" " ..	12 x 150	" " ...	80
" " ..	12 x 160	" " ...	90
" " ..	15 x 50	" " ...	100

MILD STEEL: ANGLES, CHANNELS AND TEES

Importations, 1919, piculs 218,902, or short tons 14,594. Of this total Japan furnished 50 per cent and the United States 25 per cent; Canada is credited with having supplied the other 25 per cent, which is probably not correct.

The sizes of this class of hardware in greatest dimensions are:—

	Size in mm.		Size in mm.
Equal-sided angles, in lengths of 5 to 8 metres..	15 x 15	Equal-sided angles, in lengths of 5 to 8 metres..	60 x 65
“ “ ..	25 x 25	“ “ ..	70 x 70
“ “ ..	30 x 30	“ “ ..	75 x 75
“ “ ..	35 x 35	“ “ ..	80 x 80
“ “ ..	38 x 38	“ “ ..	90 x 90
“ “ ..	40 x 40	Channels, in lengths of 8 to 12	
“ “ ..	50 x 50	metres..	60 x 35
“ “ ..	45 x 45	“ “ ..	75 x 40
“ “ ..	55 x 55	“ “ ..	300 x 100
“ “ ..	60 x 60	“ “ ..	100 x 50
“ “ ..	65 x 65		

IRON AND MILD STEEL SHEETS AND PLATES

Activity in the shipbuilding industry in China accounted for a large importation of this class of iron and steel in 1919, when the arrivals amounted to piculs 699,915 or short tons 46,661. Of the total the United States supplied 30 per cent and Great Britain and Japan each about 20 per cent. Canada is given in customs returns as the source of 15 per cent of the total imports, or over short tons 9,000. This probably all represents United States steel which was shipped to China from Vancouver.

The sizes of plates in demand in this market are as follows:—

	Thickness		Thickness
Mild steel plates of 2 m. x 1 m. or of 8′ x 4′..	½ mm.	Mild steel plates of 2 m. x 1 m. or of 8′ x 4′..	7 mm.
“ “ ..	1 “	“ “ ..	8 “
“ “ ..	1½ “	“ “ ..	10 “
“ “ ..	2 “	“ “ ..	12 “
“ “ ..	3 “	“ “ ..	15 “
“ “ ..	4 “	“ “ ..	16 “
“ “ ..	5 “	“ “ ..	18 “
“ “ ..	6 “	“ “ ..	20 “

HIGH SPEED AND TOOL STEEL

Importations of this class of steel in 1919 amounted to piculs 182,748 or short tons 12,183. Of this total the United States furnished slightly over 50 per cent, and Japan and Great Britain the balance.

The sizes and dimensions of high speed and bamboo and tool steel are as follows:—

	Size in mm.		Size in mm.
High speed cast steel, lengths 3 to 4 metres..	25 x 25	Ordinary cast tool steel, square of..	16 mm.
“ ..	16 x 16	“ “	20 “
“ “ ..	30 x 30	“ “	25 “
“ “ ..	40 x 40	“ “	32 “
“ “ ..	60 x 60	“ “	38 “
“ “ ..	50 x 50	“ round..	8 mm. diam.
High speed cast steel, round bars 10 mm. diameter, lengths 4 to 5 metres.		“ “ ..	16 “ “
“ 12 “		Cast tool for round chisels....	15 x 30 mm.
“ 15 “		“ punches and dies	20 mm.
“ 20 “		“ punches and dies	30 mm.
Ordinary cast tool steel, octagon of..	18 mm.	“ punches and dies	40 mm.
“ “ ..	20 “	“ cold chisels..	40 x 40
“ “ ..	25 “	“ snap tools of..	30 mm. diam.
“ “ ..	30 “	“ “ ..	40 “ “
Ordinary cast tool steel, flat of...	12 x 25 mm.	“ “ ..	50 “ “
“ ...	20 x 30 “	“ shearblades of	70 x 20
“ “ ...	20 x 40 “	Manganese bronze bars, with bore hole	
“ “ ...	20 x 70 “	“ round bars, 25 mm. diameter	
		“ “ 28 “ “	
		“ “ 30 “ “	
		Diameter of hole: 4 to 5 mm.	

ANCHORS, ANVILS, CASTINGS, CHANNELS AND FORGINGS

Importations in 1919: piculs 32,624 or short tons 2,175. Of this class Great Britain supplied 50 per cent of the total, and the United States and Japan the balance.

COBBLES AND WIRE SHORTS

Importations in 1919, piculs 183,373 or short tons 10,892, of which practically all were furnished by Great Britain and the United States.

NAILS AND RIVETS

Importation of rails and rivets into China in 1919 amounted to piculs 312,712 or short tons 20,847. Of this total the United States supplied just 50 per cent, Japan 15 per cent, Canada 6 per cent, Great Britain 5 per cent and other countries the balance.

Nails—Wire.—The following are the sizes in inches and gauges (shown in parentheses) in greatest demand: 1-inch (16); 1¼-inch (15); 1½-inch (14); 1¾-inch (13); 2-inch (12); 2¼-inch (11); 2½-inch (11); 2¾-inch (10); 3-inch (10); 3½-inch (9); 4-inch (8); 4½-inch (6); 5-inch (6); 5½-inch (5); 6-inch (5); 7-inch (4).

CUT NAILS

Standard thickness: sizes 2, 2½, 3, 3½, 4, 4½, 5, 6 inches.

RIVETS

There are many sizes of rivets, but the standard, and those mostly in demand, are the following: Diameter, ¼ to 1 inch; length, ½ to 4 inches; heads, pan head, round, counter-sunk. Such rivets are chiefly used in the shipbuilding industry. Rivets are imported in bags of 100 pounds.

PIPES AND TUBES

Importations of iron and mild steel pipes and tubes in 1919, piculs 257,372 or short tons 17,158. Of this total the United States furnished 50 per cent, Japan 40 per cent, and Great Britain less than 10 per cent.

PLATE CUTTINGS

Importations under this heading in 1919 were piculs 244,500 or short tons 16,300. Great Britain furnished 25 per cent, Japan 13 per cent, United States 25 per cent, Canada 5 per cent. All other countries the balance.

GALVANIZED IRON SHEETS—PLAIN AND CORRUGATED

The trade in galvanized iron sheets, both plain and corrugated, is a fairly large business in China. Importations in 1919 amounted to piculs 129,500 or short tons 8,633. The trade in this class was fairly equally divided between Great Britain, the United States and Japan, in the year stated.

The size and gauge of galvanized iron sheets in ordinary demand are as follows:—Plain galvanized sheets—usual dimensions: gauge 20, 22, 24, 26, 28, 29. Some special thin sheets are imported of size 3 by 7 feet. Corrugated sheets—usual dimensions: length 7 feet by 10 corrugations; each corrugation 3 inches.

GALVANIZED WIRE

Galvanized wire to the amount of piculs 89,496 or short tons 6,000 was imported in 1919. Of this amount 60 per cent came from the United States, Great Britain furnished only 5 per cent, and Japan nearly all the balance.

Sizes of wire from No. 8 to No. 24 gauge. Galvanized wire is imported in coils of 1 cwt. (112 pounds) or in piculs of 133½ pounds. The coils are covered with Hessian cloth.

BLACK IRON WIRE

About 2,000 tons of iron wire are imported into China each year. The United States in 1919 furnished 50 per cent of the total, and Great Britain and Japan the balance. The sizes in greatest demand are gauges 8 to 24. Iron wire comes packed in casks, each cask weighing about 480 pounds.

TINNED PLATES

Large quantities of tinned plates are imported into China every year. The total in 1919 was piculs 438,731 or short tons 29,249. The sizes in demand are 14 by 20 inches. 112 sheets to a box, weight 90 pounds and 100 pounds. Larger sizes are gauge 22, 24, 26, 30 by 36 inches. Each box contains 50 sheets. This quality is sold on a gauge basis.

The United States furnished 60 per cent of the total demand for tinned plates in 1919, Great Britain 15 per cent and Japan and other countries the balance.

BLACK IRON PLATES

It is impossible to give the exact volume of imports of black or blue iron plates into China in any one year, for the reason that they are included in customs returns with other and heavier plates, so that the actual figures cannot be obtained. Nevertheless it can be stated that the trade is fairly large and that imports run into several thousand tons each year. Sizes of black iron plates 2 by 6 feet, packed in bundles of about 105 pounds, 15, 16, 17 or 18 plates to the bundle. Heavier plates 3 by 6 feet, 105 pounds to a bundle, each bundle containing according to weight 4, 5, 6, 7 or 8 sheets.

RAILS

Steel rails to the amount of piculs 978,520, or short tons 65,235, were imported in 1919. Of this quantity the United States furnished 75 per cent. Some 8,500 tons came out of Russia, presumably old rails, and Japan furnished the balance.

OTHER IRON AND MILD STEEL PRODUCTS

Hoops—Imports in 1919, piculs 99,632 or short tons 6,642.
Joists—Imports in 1919, piculs 30,091 or short tons 2,000.
Nail rods—Imports in 1919, piculs 11,432 or short tons 732.

Metals

BRASS AND YELLOW METALS

Imports in 1919, piculs 27,439 or short tons 1,829. This class of metal is almost entirely supplied by Japan.

COPPER: IN BARS, RODS, SHEETS AND WIRE

Copper as above to the amount of piculs 39,935 or short tons 2,662 was imported in 1919.

COPPER INGOTS AND SLABS

Total importation in 1919, piculs 318,091 or short tons 21,206. It is principally used in the coinage of copper cents. This copper is practically all imported from Japan.

IRON: PIG AND KENTLEDGE

Importations in 1919, piculs 294,536 or short tons 19,636. Japan furnished 60 per cent of this total in that year, and the United States and Great Britain the balance.

LEAD: PIGS AND BARS

Total importations in 1919, piculs 146,893, or short tons 9,793. Of this total Japan supplied 30 per cent and Great Britain, the United States, French Indo-China, and Australia, all contributed a portion.

LEAD: TEE AND SHEET

Importations in 1919, piculs 6,146 or short tons 410. Australia and Japan furnished practically all of this class in 1919. Sizes of lead sheets—$\frac{1}{32}$, $\frac{1}{16}$, $\frac{3}{32}$, $\frac{1}{8}$, $\frac{3}{16}$, $\frac{1}{4}$ inch in thickness. Dimension 7 by 30 feet, in rolls.

NICKLE: MANUFACTURED AND UNMANUFACTURED

Importations in 1919, piculs 7,028 or short tons 469. By far the greater portion of this amount was imported from England, a small quantity only coming from the United States.

TIN: IN SLABS

Importations in 1919, piculs 115,000 or short tons 7,666. It is quite probable that a considerable portion of this amount had its origin in China itself, but was distributed through Hong Kong, which is considered a foreign country in Chinese customs statistics.

ZINC: SPELTER

Importations in 1919, piculs 17,784 or short tons 1,186.

ZINC: SHEETS AND PLATES

Importations in 1919, piculs 8,029 or short tons 535. Zinc sheets are sold by number, Nos. 2 to 12; sizes 7 by 3 feet, or 8 by 3 feet.

Nearly all the zinc imported into China comes from Japan.

STRUCTURAL STEEL

While this report is not intended to deal with fabricated steel or metals, yet the importance of structural steel in the general trade in steel products is so apparent, that some mention should be made of it in a general consideration of the market. Within the past ten years a great development in the China markets of structural steel is to be recorded, and at date of writing many large office buildings and other public works are in course of erection in different parts of China, in which steel construction largely enters.

Previous to the war much of this class of steel was imported from Europe, but the demand of those days was insignificant in comparison to that of the present time. Belgium, Great Britain and Germany had the greater portion of the trade, and the majority of the steel bridges then erected in China was supplied by those countries. During the war the United States were able to enter this market successfully and the greater portion of the steel required in many public buildings in Shanghai and elsewhere during the past five years practically all came from that country, and the same condition remains up to the present date. The opening up of the China market in this way added to the establishments in China of direct agencies and offices of the chief steel-producing concerns in the United States. These offices were manned with expert agents all familiar with the condition of the steel markets in the United States. They are closely in touch with their head offices, and so are able to quote

promptly upon all specifications which may come before them. At the present time the United States holds the trade, but it is not unlikely that before very long Belgian or other European structural steel will be again in the market.

As with all other material which enters into construction work, the market for steel of this class will very likely greatly expand in China with coming years, for railway bridges, government and private buildings, and public works, from this time forward, must demand increasing quantities of structural steel year by year.

COMPETITION IN THE HARDWARE AND METAL TRADES

In former years the greater portion of China's imports of hardware and metals came from Europe. In general hardware Great Britain and Germany furnished the greater part. Austria also supplied a portion, and most of the enamelled ware in use came from the latter country. In structural steel and mild steel bars, Belgium was also represented and received a large share of the demand. The coming of the war gave the United States and Japan a special opportunity to introduce their products, of which both countries took full advantage. Canada had also the same opportunity represented to her manufacturers, but it is doubtful if any permanent success has resulted. The figures of the imports for 1919 as given in this report, show that the United States and Japan in that year received a very large portion of the trade, but at date of writing it is apparent that this preponderance is not being maintained, for the products of European countries—Great Britain, Belgium and Germany—are again in the market, and are being offered at prices under those of the United States and Japan. Nevertheless these countries are very active in these markets, and are pushing their products very keenly, and must always remain strong competitors for a share in the hardware and metal trade of China.

CATERING TO THE CHINA MARKETS

In business as in everything else, the Chinese are the most conservative people in the world, and therefore are slow to adopt new methods or to introduce new goods. If the old style of products has been satisfactory, they are not willing to invest much money or to make experiments with similar goods of a different style. This is the reason why so many articles are still sold in this market under the same brand or "chop" as a quarter of a century ago.

VALUE OF THE TRADE MARK

Very few Chinese business men of the older generation can read or understand any other language than their own, accordingly any printing on boxes, etc., is of little value to them, but all Chinese understand and fully appreciate the value of a well-known trade mark. A Chinese buyer will always select an article bearing a familiar trade mark rather than purchase something probably quite as good, but not bearing a mark with which he is acquainted. This may operate against the introduction of new goods into the market, but in the long run it works to the advantage of the manufacturers who produce a standard article, and who wish to retain the market.

DEALING DIRECT WITH THE CHINESE

Except in very few instances, it is not desirable to deal directly with native firms. The Chinese, although generally recognized as very reliable, are yet not averse to taking advantage of any technicalities in order to delay or refuse the acceptance of drafts and cargo if it is to their advantage to do so, and there are several factors peculiar to the trade situation in which China will tempt them to do this on occasions. The first and greatest is the constant fluctuation in exchange, for if exchange falls to a point that the purchasing power of Chinese money is so

low that many more Mexican local dollars will be required to meet the draft, the Chinese will invariably delay accepting it. The same applies to a fall in the price of the goods purchased, and to other causes.

BUSINESS METHODS IN CHINA

The methods by which the great foreign trade of China is done is through the well-established old as well as newer foreign firms in the chief markets. Such firms are the middle men, and as they carry comparatively little stock, are in reality brokers who act for their Chinese clients. Many of such firms are the agents, or hold agencies for British and American manufacturers; this is particularly the case in respect to machinery, and special classes of engineering material. It would therefore be a wise procedure on the part of manufacturers in Canada, to endeavour to form a connection of this kind with some of these well-established foreign firms, to represent them in this country. A point which is not well understood in Canada is the keen competition which exists in the sale of goods to China. Canada does not occupy any special position and therefore cannot ask any special favours, but must do business upon the same terms as other countries. Another point is that irrevocable letters of credit will not be given by merchant firms here on ordinary commercial transactions.

PERSONAL SALESMANSHIP

Almost every day brings to the attention of the writer the hopelessness of attempting to sell goods in China by means of correspondence. In order to compete successfully in this market, the fullest understanding of local conditions and requirements is demanded. The Chinese buyer is accustomed to consider a c.i.f. price only for his purchases, and unless he has a full knowledge of rates and freight charges and incidentals, this cannot accurately be stated. A salesman can also explain all the special points and qualities of the goods which he is endeavouring to sell much more fully than can be done by correspondence or catalogues. The financing of all business done must also be arranged for, which can best be handled by personal representation.

PROMPT SHIPMENT OF GOODS

In endeavouring to cater to the demands of a market as far away as China, the manufacturer should bear in mind the distance and also the fact that steamships do not run on a frequent schedule, and that all freight lines are usually slow, so taking into account transhipments and all other delays, the manufacturer should make an effort to overcome this as far as he is personally concerned, by getting the goods on the way as promptly as he is able. No great stocks of goods are carried in China, and very little is manufactured in this country, so that long delays in the arrival of any shipment of goods may very seriously inconvenience the buyer, and in the case of structural material or hardware, may delay the progress of important works, and result in serious loss, or possibly an action for damages against the foreign broker by the Chinese customer. The latter is by no means an infrequent occurrence.

MAGNESITE INDUSTRY ON INDUSTRIAL ISLAND, VANCOUVER

Some 30,000 tons of high quality magnesite practically free from lime are known to exist in the Watson Lake deposit of hydro-magnesite, which is operated by the Pacific Roofing Company, Limited, Vancouver. It is calcined and marketed at the company's plant on Industrial Island, which, when completed, will turn out an average of 18 tons per day of calcined material. Calcined magnesite is used in the manufacture of sorrel cement, wallboard, fireproof paint, firebrick, paper, as a rubber adulterant, etc.

BRITISH HONDURAS AS A PREFERENTIAL TRADE MARKET

The adoption by British Honduras of the Canada-West Indies trade agreement of 1920 and the establishment of regular steamship sailings to Belize, the capital, by the Canadian Government Merchant Marine, are measures that should greatly facilitate reciprocal trade between Canada and that colony. Under the tariff which is now in force, Canadian goods are given a preference of not less than 33⅓ per cent off the rate on foreign goods. Imports from British Honduras into Canada are, with a few exceptions, given a preference of 50 per cent over similar goods of any foreign country, the exceptions are tobacco and spirits and a few commodities for which special preferential rates of duty are provided.

British Honduras is a Crown colony in the northeast corner of Central America, south of Yucatan and 660 miles west of Jamaica; the area is 8,592 square miles, and the estimated population at the end of 1918 was 42,368. The colony is noted for its production of mahogany and logwood.

According to the annual trade report of British Honduras, the total foreign commerce of that colony for the year ended December 31, 1919, amounted to $9,144,025. Imports amounted to $4,695,216, domestic exports to $2,004,012, and foreign exports to $2,444,797. The excess of foreign exports over domestic exports was $400,785.

The imports from principal countries in order of importance for the calendar year 1919—the latest comparative statistics available—were: United States, $2,945,964; Mexico, $574,763; Honduras, $414,682; United Kingdom, $405,017; Guatemala, $181,644; India, $61,711; and Canada, $41,409. During the same period the exports of domestic produce by principal countries were: United States, $1,370,647; United Kingdom, $617,214; and Mexico, $9,267; while the exports in order of importance of foreign produce were as follows: United States, $2,086,307; Mexico, $270,020; United Kingdom, $50,666.

During the year 1919 about 70 per cent of the total foreign commerce of British Honduras was with the United States, that country being credited with about 62 per cent of the total imports, and about 77 per cent of the total exports. The imports from Canada were valued (in the Canadian returns) at $67,263.

The principal classes of goods imported into British Honduras in 1919 from the United States on which Canada might effectively compete were: Apparel, $173,728; bacon and hams, $23,139; beans and peas, $38,983; beef, salted, $10,750; beer and ale, $11,612; blinds, doors and sashes, $5,931; books and stationery, $18,734; boots and shoes, $172,331; butter, $53,143; cheese, $30,678; confectionery, $24,207; cotton and silk piece goods, $330,219; drugs and medicines, $77,586; fish, canned, $23,390; flour, $275,067; fruits and vegetables, $63,110; furniture, $16,223; haberdashery and millinery, $47,211; hardware and cutlery, $142,226; lard, $66,998; lumber, $52,456; machinery, $35,398; meats, preserved, $31,924; milk, condensed, $161,744; pork, $109,720 rope, twine and cordage, $32,969; soap, $34,102; and woollens, $10,979.

During the year 1919 the principal exports of domestic produce from British Honduras with values were as follows: bananas, $149,663; cedar, $68,025; chicle, $511,411; cocoanuts, $257,575; copra, $9,034; hawks' bill shell, $28,173; logwood, $62,834.

During the calendar year 1919 the exports of Canadian produce to British Honduras included: calcium, $180; pork, pickled, $10,050; stationery, $533; wheat flour, $27,142; whisky, $29,156. During the same period imports into Canada from British Honduras were valued at $271,248, and consisted entirely of "chicle gum." In the fiscal year ending March 31, 1920, the total value of the Canadian imports was $29,350, and last fiscal year, $38,783. In fiscal year 1919-20, the colony's exports to Canada consisting entirely of chicle gum, were valued at $302,043, and for the last fiscal year, $134,734.

Copies of the preferential tariff of British Honduras may be obtained by Canadian exporters on application to the Director, Commercial Intelligence Service, Ottawa. Three-weekly sailings are maintained by the ships of the Canadian Government Merchant Marine, these ships also calling at Nassau (Bahamas) and Kingston (Jamaica).

MARKET FOR FOOTWEAR IN THE WEST INDIES

Trade Commissioner E. H. S. Flood

Barbados, June 24, 1921.—The total import of boots, shoes, slippers, etc., into the British West Indies, British Guiana, the Bahamas and British Honduras, from latest returns available, were valued £317,327 as shown in the table appended to this report. As the population of these colonies is now a little over two millions, the consumption of footwear works out at about 3s. 8d. per head. No doubt the consumption is greater than is shown by a comparison of the import, for the reason that a large local industry in making boots and shoes exists in all the islands, and the work is of a very creditable kind. It is not easy to reach a reliable estimate of the proportion of the population that wear boots and shoes. Of those who wear them every day of the week, the proportion of 20 per cent might be near the mark. On Sundays and festivals a great many artisans and field labourers, who go barefooted during the week, wear boots or shoes, and this element might be put down at another 20 per cent. About half therefore of the population never require boots and shoes.

DIRECTION OF THE TRADE

In 1913, after the first Canada-West Indian Agreement had gone into effect, the import was about equally divided between the United Kingdom and the United States. Before that date, however, the United Kingdom had the bulk of the trade. From the beginning of the war and up to the present time, at least two-thirds of the whole import came from the United States. Boots and shoes from the United Kingdom are now coming in again, as they are favoured by the preference and by exchange rates.

CANADIAN BOOTS AND SHOES

A few years ago, the outlook was favourable for Canadian boots and shoes in this market, as the make-up of the goods suited the customers and, with some slight alteration in the styles, a fair chance existed for future expansion, but this favourable forecast unfortunately was not realized and the importation fell off. As compared with the total import of footwear into this market, the figures for Canada are negligible, as will be seen from the table above referred to, the total import only amounting to about $3,000.

DESCRIPTION OF FOOTWEAR REQUIRED

Speaking generally, the class of footwear used in the West Indies is of the light and medium makes, and quite a number of tennis and canvas shoes are worn by business people, as this wear has the advantage of being light, cool and cheap. The other general makes are of box calf, Russian calf, willow calf, gun metal, vici kid, buck-skin and patent leather. The style of the American pointed toe is not preferred, and nothing narrower than the C, D, and E fittings with medium vamps. In regard to men's shoes, some gun metal is used, but willow calf is generally preferred. For ladies' shoes fantastic shapes are not preferred, but the regular medium toe and heel, except perhaps in Trinidad, where the more fashionable shapes are in greater favour. The selling price of men's footwear ranges from $3 to $12, and for women's from $2 to $10; children's, according to class and quality from $1.50 to $4. A certain quantity of slippers are also stocked in felt with soft soles, and also in carpet and

leather with leather soles. In regard to pumps, previous to the war these were supplied by Great Britain and sold at from $3.60 to $4.80 per pair. During the war this trade fell off, and the market was supplied by the United States. The present price of these is about $7.20. Both English and American lines are stocked, but there would be an opening for any new styles, provided prices and quality compared with those now stocked. It might be said that about the only Canadian footwear sold here at present are canvas shoes with light rubber soles; there is some business done in this line, but there is quite an opening at present for increased trade with Canada not only in this line, but in all lines.

CANADIAN MANUFACTURERS SHOULD INVESTIGATE THE MARKET

Though the demand for boots and shoes in the West Indies cannot be said to be as important as in some other countries, it is nevertheless worth going after. In order to proceed in the right way, Canadian manufacturers who intend to give the market a trial, should send representatives, who thoroughly understand the boot and shoe trade, through the islands with full lines of samples. It would be necessary for them to remain a few months in the West Indies to become personally acquainted with the firms selling boots and shoes and so get an insight into the local requirements.

PREFERENCE AND EXCHANGE

The coming fall would be opportune for the visit above referred to, as attention in the West Indies is now directed to the advantage of buying from Canadian manufacturers on account of the preference which in most of the southern islands and in British Guiana in favour of Canadian goods, is from 5 to 10 per cent ad valorem and over 10 per cent as against the United States in the bank rate of exchange. This gives a practical bonus to Canadian boots and shoes of no less than from 15 to 20 per cent as against the United States.

IMPORT OF BOOTS AND SHOES INTO BRITISH WEST INDIES, BRITISH GUIANA, BAHAMAS, AND BRITISH HONDURAS

(From last available returns.)

Colony.	Total import.	Canadian import.
Barbados	£ 31,761	£ 623
Trinidad	60,250	454
British Guiana	31,665	934
Jamaica	121,875	129
Leeward Islands	16,990	981
Windward Islands	18,722	162
Bahamas	9,870	......
British Honduras	26,194	......
Total	£317,327	£ 3,283

GROWING DEMAND FOR ELECTRICAL MACHINERY IN NEW ZEALAND

The British Trade Commissioner in New Zealand, in a recent report to the Department of Overseas Trade, remarks that New Zealand being primarily an agricultural and pastoral country, manufacturing but few commodities, and even in the particular lines of goods that are made in the country, such as woollen and leather products, the output is in most cases insufficient to meet the local demand. With the rapidly increasing hydro-electrical development, schemes for which are now proceeding all over the dominion, the demand for electrical machinery will become very great; such machinery will include tramway and lighting plant, agricultural, dairying, and household appliances.

CHARACTERISTICS OF THE SHOE TRADE IN FRANCE

Lt.-Col. Hercule Barré, Canadian Trade Commissioner

Paris, June 20, 1921.—The sale of foreign footwear in France is necessarily restricted, by the question of cost, to a very small proportion of the public. Hitherto it has only been what may be called a boulevard trade—that is to say, carried on through a few special shops in leading thoroughfares of large cities. One dealer estimates the sales of foreign footwear in France at about 1 per cent of the consumption, and this estimate is approximately correct. Foreign firms carrying on retail trade in France confine themselves to localities in which high prices are the rule, and they do not attempt to reach the mass of French consumers, for the simple reason that they cannot compete in price with Paris, Limoges and the other centres of French manufacture. The largest English firm in this trade has long ceased to import its own goods and is apparently content to put its name on boots and shoes manufactured entirely in France. With the dollar in the neighbourhood of 11 francs, a three-dollar pair of shoes would cost 48 francs wholesale in France, after calculating freight, insurance, customs dues, etc., whereas the French maker can produce an article of the same quality for 32 francs.

Canadian methods of manufacture in large quantities leave the French far behind, but demands of the two publics are so widely different, as the result of climatic conditions and modes of living, that the Canadian article can rarely suit the French market, and that it is useless to try to convince the French purchaser that it is superior. Another point to be borne in mind is that the French customer studies the appearance of his footwear very carefully when buying. He will reject a pair that shows even a small scratch, and he is suspicious of anything that looks like a machine-finished article, as he does not believe that it will last as long as the hand-made product.

The general conditions also are unfavourable to business. The public continues to abstain as far as possible from purchasing, under the impression that this is the only way to bring down the prices. In regard to such trade as has been doing of late, there has been a continuance of the demand for fancy articles. Frenchmen are buying more patent leather and more boots with cloth and coloured uppers than used to be the case.

In women's footwear the variety and fancifulness of design seem to increase every day, and it would require the services of a fashion expert to give an adequate idea of the production of this branch of the trade, especially as women's footwear is bound up with changes in fashions, and the purchase of a new dress often means that of a new pair of shoes as well, so as to harmonize. As to women's fancy shoes, no one will admit the possibility of competition from abroad, the conviction being that the Paris shoemaker, like the Paris modiste and dressmaker, is far superior in originality of design and fertility in ideas. The white shoe is at present greatly in vogue.

To sum up, there seems to be no chance at present of business in France for Canadian footwear manufacturers, firstly because prices of Canadian shoes are too high, due to the depreciation of the franc, and secondly, on account of the French taste and requirements. The French, who never wear rubbers, want a thin leather sole of close texture which will keep out the wet, and shapes which are familiar to them.

NEW BRITISH EXPORT CREDITS SCHEME

(Board of Trade Journal)

Under the Overseas Trade (Credits and Insurance) Act, 1920, the Board of Trade were authorized to make arrangements for granting, in connection with export trade, credits up to an amount not exceeding at any one time the sum of 26 millions sterling. The amending Bill of the present session, without increasing the above maximum liability of £26,000,000, authorizes the Board of Trade to guarantee drafts drawn against shipments of goods to all parts of the British Empire, including Protectorates and Mandated Territories, as well as to the countries already included in the Schedule to the Overseas Trade (Credits and Insurance) Act.

The new scheme has now been brought into operation. It is not, however, proposed at present to apply it in respect of India, Ceylon, and British possessions in the Far East, since it is understood that these markets are still fully supplied with goods, and that special facilities are not required for financing exports to them.

It is proposed that in respect to the giving of guarantees the Board shall be able to exercise their powers in the case of a new guarantee at any time before September 8, 1922, and in the case of the renewal of a guarantee previously given, at any time before September 8, 1924. It is further proposed that no guarantee shall remain in force after September 8, 1925.

SUMMARY OF SCHEME

The new scheme is briefly as follows. The Government will entertain proposals to guarantee drafts drawn against shipments of goods to the countries already named. The guarante will be given to an extent not exceeding 85 per cent of the total amount of the bill drawn against the shipment. The Export Credits Department will decide the proportion in each case, taking into consideration market values, net profit and security. In other words, the advance is no longer based on the actual cost of the goods, and the Government only guarantee up to a maximum of 85 per cent of the bill, instead of granting advances up to the full 100 per cent of the cost of the goods. Another important provision of the new scheme as compared with the old one is that the Government no longer insist upon security being put up by the importer sufficient to cover the whole amount of the draft, plus a reasonable margin. It was found that this provision was deterrent on the utilization of the scheme as it placed too heavy a burden on the importer, and alternatives are now provided. If the importer puts up security deemed sufficient to cover the whole amount guaranteed, the Government will have no recourse against the exporter, but they are prepared, alternatively, to give advances in cases where the importer puts up security less than that deemed sufficient to cover the whole amount guaranteed, or even in cases where the importer puts up no security at all. In such cases, if there is a loss the Government will retain recourse against the exporter for half the loss after the deduction of the amount, if any, paid by the importer and of the amount realized by the security (in the cases in which security has been put up).

Although it proved impracticable to arrive at a co-operative arrangement with banks, etc., for financing foreign trade, the new scheme offers certain conditions on which the Government are prepared to make arrangements with private banks or banking houses or credit associations for participation in any losses incurred by them for exporters to the countries concerned. The arrangement proposed is that in consideration of an agreed premium H. M. Government will take a share not exceeding 70 per cent of any loss incurred by banks, etc., in respect of such transactions up to a total amount to be arranged in each case by the bank, etc., in respect of such transactions up to a total amount to be arranged in each case by the bank, etc. concerned with the Exports Credits Department.

AMENDMENTS TO SPECIFICATION FOR VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

Mr. D. H. Ross, Canadian Trade Commissioner for Australia, has cabled the following amendments to specification 95, referred to in *Weekly Bulletin* No. 905 (June 6, page 909).

The Electricity Commission have decided to adopt five generators, each of 12,500 kilowatt capacity, instead of three, as originally specified.

From Specification No 95 has been deleted paragraph 24 of the section devoted to boiler houses.

The following changes refer to the steel work on drawing O.M. 189, which accompanied Specification 95:—

(*a*) In the turbine house, columns will be spaced 35 feet, centre to centre, throughout, including the unloading bay; (*b*) the width of the turbine house is reduced to 70 feet; (*c*) the crane columns will be spaced 63 feet centre to centre; (*d*) crane capacity is reduced to 60 tons; (*e*) the elevation of the crane rails is changed to 206 R.D., the elevation of the feed pump floor is changed to 169 R.D., the elevation of the basement floor is changed to 158 R.D.

Prospective tenderers are advised to send amended tenders to the Australian Commissioner at New York, until August 31, and also to post all possible information as first-class matter, so as to reach Melbourne, Australia, not later than that date.

CANADIAN BARLEY MALT FOR VENEZUELAN BREWERIES

Four Venezuelan breweries will be in the market at various periods during the current year to contract for their yearly supplies of barley malt, writes Major H. A. Chisholm, M.C., Canadian Trade Commissioner, under date July 6, 1921. Efforts should be made by Canadian malt exporters to obtain this business. Most of the malt now being used is American and of very indifferent quality. Before the war, German malt packed in wooden boxes lined with waterproofed material was imported, but German malt has not yet become available. The best American malt is imported in jute bags lined ith a light waterproof paper. Samples for Caracas, Maiquetia, and Maracaibo should be mailed through a New York forwarding broker. Samples for Ciudad Bolivar may be sent on a through bill of lading via Canadian Government Merchant Marine to Port of Spain, Trinidad, or through a well known firm which has a head office at Port of Spain, with a branch in Ciudad Bolivar. The names of the breweries referred to may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

FRENCH TAX ON TURNOVER

(London Times Trade Supplement)

English business men will be interested to learn that in the French Chamber scores of amendments are being proposed in regard to the tax on turnover, an imposition which has admittedly failed to realize anything like the expectations based upon it. If a tithe of the threatened alterations are introduced the measure will be killed.

Amongst the proposed exemptions from the operations of the law are:—All cereals and flour, since to tax them is held to be a sure method of increasing the cost of bread, all pharmaceutical specialities; all small artisans and their widows in so far as their own work is concerned; and all individuals engaged in the fishing industry.

FINANCIAL CONDITIONS IN NEW ZEALAND

Mr. W. A. Beddoe, Canadian Trade Commissioner in Auckland, New Zealand, writes under date June 15 on financial conditions in New Zealand:

There is some change in the financial situation, but, although slight, is in the right direction.

It is useless to advocate extensive exportation when the banks are not willing to advance funds to pay for imports. This condition will not last; the latest figures show that for April the exports exceeded the imports by £730,464. Had the banks freely financed imports, New Zealand would have been flooded with goods, and no money to pay for them.

It is hoped that the turning point in the trade balance has been reached. Vessels are coming from England in ballast to load here, and a fairly large quantity of produce is available for shipment. The banks show advances in excess of deposits of over five millions sterling, and it will take some months of improved trade balance to restore an easier money market.

Taking these facts into consideration, it is not the course of wisdom to encourage imports at the moment.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 13, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending July 13; those for the week ending July 6 are also given for the sake of comparison:—

		Parity.	Week ending July 6, 1921	Week ending July 13, 1921
Britain.. .. ..£	1.00	$4.86	$4.2126	$4.1496
France. .. ..Fr.	1.	.193	.0901	.0896
Italy.. .. ..Lire	1.	.193	.0545	.0528
Holland. .. ..Florin	1.	.402	.3713	.3636
Belgium .. ..Fr.	1.	.193	.0895	.0880
Spain.. .. ..Pes.	1.	.193	.1455	.1482
Portugal. .. ..Esc.	1.	1.08	.1477	.1710
Switzerland .. ..Fr.	1.	.193	.1911	.1887
Germany. .. ..Mk.	1.	.238	.0151	.0151
Greece.. .. ..Dr.	1.	.193	.0647	.0621
Norway. .. ..Kr.	1.	.268	.1603	.1556
Sweden. .. ..Kr.	1.	.268	.2582	.2422
Denmark.. .. ..Kr.	1.	.268	.1896	.1836
Japan. .. ..Yen	1.	.498	.5482	.5472
India.. .. ..R.	1.	2s.	.2812	.2736
United States .. ..$	1.	$1.00	1.1362	1.1400
Argentina .. ..Pes.	1.	.44	.3380	.3363
Brazil.. .. ..Mil.	1.	.3245	.1264	.1225
Roumania.. .. ..Lei	1.	.193	.0169	.0165
Jamaica. .. ..£	1.	4.86	4.2495	4.1752
Shanghai, China .. ..Tael	1.	.631	.7953	.8037
Batavia Java... ..Guilder	1.	.402	.3692	.3648
Singapore, Straits Settlements.. .. ..$	1.	.49	.4999	.4845
British Guiana.. .. ..$	1.	1.	.88–.90	.86¼–.88½
Barbados.. .. ..$	1.	1.	.88–.90	.86¼–.88½
Trinidad. .. ..$	1.	1.	.88–.90	.86¼–.88½
Dominica.. .. ..$	1.	1.	.88–.90	.86¼–.88½
Grenada.. .. ..$	1.	1.	.88–.90	.86¼–.88½
St. Kitts.. .. ..$	1.	1.	.88–.90	.86¼–.88½
St. Lucia.. .. ..$	1.	1.	.88–.90	.86¼–.88½
St. Vincent.. .. ..$	1.	1.	.88–.90	.86¼–.88½
Tobago.. .. .. $	1.	1.	.88–.90	.86¼–.88½

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, MONTREAL, TORONTO, ST. MARY'S (ONT.), AND WINNIPEG; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, BRANTFORD, BELLEVILLE, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CHAMBRE DE COMMERCE, MONTREAL; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, WINNIPEG AND VANCOUVER; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

3281. **Fine wheat sharps.**—A Lincoln firm ask for quotations c.i.f. Grimsby or Hull on fine wheat sharps.

3282. **Apples.**—A Liverpool firm selling direct to retailer would like to form connections with independent shippers for the sale of Canadian apples on shippers' account.

3283. **Apples.**—A London firm desire to open connections for handling Nova Scotia and Ontario apples on shippers' account.

3284. **Provisions.**—A London house dealing with the Near East would like to be put in touch with Canadian firms in a position to supply provisions to the Near Eastern markets.

3285. **Oats.**—A commission agent in Port of Spain, Trinidad, desires to obtain a Canadian connection for the supply of oats.

3286. A Belgian importer desires quotations and samples of pressed hay c.i.f. Antwerp, Dunkirk, or Havre. References given and demanded.

Machinery, Metals, and Hardware

3287. **Machinery and metals.**—A London house buying for associates in India are open to receive offers from Canadian exporters of steel, machinery, metals, small iron staples, and tools.

3288. **Machinery and metals.**—An old-established Indian house, having an office in London, would be interested to receive offers from Canadian firms supplying all kinds of machinery, electric equipment, metals, and heavy hardware.

3289. **Hardware and metals.**—A London office of a firm dealing with Siam and the Straits Settlements are open to receive offers from Canadian exporters of nails, iron and steel staples, hardware, tools, etc.

3290. **Hardware.**—A London house dealing with the Near East would like to be put in touch with Canadian firms in a position to supply hardware lines to Near Eastern markets.

3291. **Hardware sundries.**—A firm of hardware dealers in Barbados wish to get in touch with a Canadian hardware firm supplying butts and hinges.

Miscellaneous Inquiries

3292. **Representation in Great Britain.**—Overseas veteran with extensive selling experience is returning to the United Kingdom, and is willing to represent a few Canadian staples in that area. Bank and other references.

3293. **Wood-pulp.**—A Japanese broker in good standing with all the leading Japanese pulp mills is anxious to obtain samples of Canadian easy bleach wood-pulp with best possible c.i.f. Yokohama.

3294. **Boots and shoes.**—A commission agent in Barbados would like to represent a Canadian house for a full line of boots and shoes.

3295. **Neckwear.**—A commission agent in Barbados wishes to have a Canadian house for ties.

3296. **Hosiery and underwear.**—An agent in Barbados would like to have a Canadian connection for hosiery and underwear.

3297. **Office furniture.**—The Trade Commissioner at Barbados would be glad to receive catalogues and price lists of office furniture, including cabinets for filing documents.

3298. **Trade with Ceylon.**—A London firm buying for associates in Ceylon are open to receive offers from Canadian firms in a position to export lines suitable for that market.

3299. **Trade with Ceylon.**—A London house trading with Ceylon are open to consider offers from Canada for iron and steel, hardware, tools, implements, paper, chemicals, and other lines suitable for that market.

3300. **Trade with the Argentine.**—The London buying office of a firm having departmental stores in the Argentine suggests that Canadian firms should submit samples and prices of their products to the New York office.

3301. **Trade with India.**—The London office of an Indian house would like to receive offers from Canadian firms in a position to supply iron and steel staples, building materials, agricultural implements, flour-milling machinery, small tools, motor cars, etc.

3302. **Trade with South Africa.**—A London firm buying for associates in South Africa are open to receive offers from Canadian firms in a position to export lines suitable for that market.

3303. **Products for West Africa.**—Firm of exporters and importers on the West Coast of Africa desire to get in touch with Canadian firms wishing to export general merchandise, including flour, textiles, motor trucks and accessories, hardware. This firm is in a position to export cocoa beans, palm kernels, ginger, guinea grains, monkey, sheep and goat skins.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Victorian,* Canadian Pacific Ocean Services, Ltd., about July 22; *Canadian Ranger,* Canadian Government Merchant Marine, Ltd., about July 22; *Grey County,* Canada Steamship Lines, about July 23; *Melita,* Canadian Pacific Ocean Services, Ltd., about July 29; *Canada,* White Star-Dominion Line, about July 30; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about August 5; *Vedic,* White Star-Dominion Line, about August 6; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about August 8; *Megantic,* White Star-Dominion Line, about August 13; *Sunbridge,* Canadian Pacific Ocean Services, Ltd., about August 13; *Metagama,* Canadian Pacific Ocean Services, Ltd., about August 17; *Victorian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Canada,* White-Star-Dominion Line, about August 27.

To London.—*Canadian Rancher,* Canadian Government Merchant Marine, Ltd., about July 20; *Wyncote,* Furness Line, about July 22; *Vennonia,* Cunard-Anchor Line, about July 22; *Hastings County,* Canada Steamship Lines, about July 27; *Venusia,* Cunard Line, about July 29; *Scotian,* Canadian Pacific Ocean Services, Ltd., about July 30; *Vitellia,* Anchor-Donaldson Line, about August 5; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about August 8.

To Glasgow.—*Canadian Runner,* Canadian Government Merchant Marine, Ltd., about July 22; *Saturnia,* Anchor-Donaldson Line, about July 23; *Pretorian,*

Canadian Pacific Ocean Services, Ltd., about July 24; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about August 6; *Cassandra,* Anchor-Donaldson Line, about August 6.

To Cardiff and Swansea.—*Canadian Coaster,* Canadian Government Merchant Marine, Ltd., about July 23.

To Hull.—*Oristano,* Furness Line, about July 24; *Cornish Point,* Furness Line, about August 4.

To Newcastle-on-Tyne.—*Cairnvalona,* Thomson Line, about July 30; *Cairndhu,* Thomson Line, about August 7.

To Avonmouth Dock.—*Bothwell,* Canadian Pacific Ocean Services, Ltd., about July 22; *Turcoman,* Dominion Line, about July 23; *Lakonia,* Cunard Line, about August 6; *Cornishman,* Dominion Line, about August 6.

To Manchester.—*Manchester Corporation,* Furness, Withy & Co., Ltd., about July 28; *Manchester Mariner,* Furness, Withy & Co., Ltd., about August 13; *Manchester Merchant,* Furness, Withy & Co., Ltd., about August 20.

To Belfast.—*Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30.

To Dublin.—*Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30; *Carrigan Head,* Head Line, about August 3.

To Southampton.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about July 23; *Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27.

To Leith.—*Cairnvalona,* Thomson Line, about July 30; *Scatwell,* Thomson Line, about August 7; *Cairnmona,* Thomson Line, about August 14.

To Londonderry.—*Melmore Head,* Head Line, about July 30.

To Cork.—*Carrigan Head,* Head Line, about August 3.

To Rotterdam.—*Neshobee,* Rogers & Webb Line, about July 19; *West Kebar,* Rogers & Webb Line, about July 22; *Lord Londonderry,* Head Line, about July 25; *Western Plains,* Rogers & Webb Line, about August 8; *Poland,* Canada Line, about August 10.

To Havre.—*Scotian,* Canadian Pacific Ocean Services, Ltd., about July 30; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19.

To Hamburg.—*Lord Londonderry,* Head Line, about July 30; *Western Plains,* Rogers & Webb Line, about August 8; *Poland,* Canada Line, about August 10.

To Antwerp.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about July 23; *West Kebar,* Rogers & Webb Line, about July 22; *Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27.

To Danzig-Libau.—*Poland,* Canada Line, about August 10.

To Naples and Genoa.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about July 27.

To Havana (Cuba).—*Canadian Adventurer,* Canadian Government Merchant Marine, Ltd., about July 26; *Canadian Miner,* Canadian Government Merchant Marine, Ltd., about July 28.

To Australian and New Zealand Ports.—A steamer, New Zealand Shipping Co., about July 20; *Canadian Mariner,* Canadian Government Merchant Marine, Ltd., about July 23.

To Rio Janeiro, Santos (Brazil), Montevideo, and Buenos Aires.—*Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about July 20; *Harmonides,* Houston Line, about August 10.

To St. John's (Nfld.).—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about July 29; *Mapledown,* Canada Steamship Line, about July 22.

To India and Far Eastern Ports.—*Hyanthes,* Houston Line, about August 5; *Swazi,* Ellerman-Bucknalls Service, about August 10.

To Barbados, Trinidad, and Demerara.—*Canadian Pathfinder,* Canadian Government Merchant Marine, Ltd., about July 27.

To Nassau, Kingston, and Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about July 26.

From Quebec

To Liverpool.—*Empress of France,* Canadian Pacific Ocean Services, Ltd., about July 19; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about July 30; *Canada,* White Star-Dominion Line, about July 30; *Vedic,* White Star-Dominion Line, about August 6; *Empress of Scotland,* Canadian Pacific Ocean Services, Ltd., about August 11; *Megantic,* White Star-Dominion Line, about August 13; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about August 13; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about August 20; *Canada,* White Star-Dominion Line, about August 27.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about July 27.

To British West Indies.—*Chaleur,* Royal Mail Steam Packet Company, about July 22; *Chignecto,* Royal Mail Steam Packet Company, about August 5; *Caraquet,* Royal Mail Steam Packet Company, about August 19.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* about July 27.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Royal Mail Line, about August 6.

To New Zealand and Australia.—*Waikawa,* Canadian-Australasian Royal Mail Line, July 25.

To Sydney, Melbourne, and Auckland.—*Canadian Importer,* Canadian Government Merchant Marine, Ltd., about July 25.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Russia,* Canadian Pacific Railway (Ocean Traffic), about July 21.

To Kobe, Shanghai, Manila, Hong Kong, and Singapore.—*Grace Dollar,* Robert Dollar Line, about July 29.

To Kobe, Yokohama, Shanghai, Taku Bar.—*Canadian Exporter,* Canadian Government Merchant Marine, Ltd., about July 27.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about August 11.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about August 18.

To London, Hamburg, Rotterdam, Amsterdam, and Antwerp.—*Kinderdijk,* Royal Mail Steam Packet Company, loading about August 1.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry. Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion. London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

(Revised to June 24, 1921)

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Annual Report of Weights and Measures, Electricity and Gas (d).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Trade between Canada and the British West India Colonies (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (E.)

Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916).
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade with China and Japan (1914).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Toy Making in Canada (1916).

PUBLICATIONS OF THE BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education. Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director, Weights and Measures Service, Otttawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

Commercial Intelligence Journal

VOL. XXV. July 25, 1921 No. 912

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(*Minister of Trade and Commerce.*)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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TABLE OF CONTENTS

WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, July 25, 1921** **No. 912**

DEMAND FOR MALTING BARLEY IN THE UNITED KINGDOM

TRADE COMMISSIONER J. E. RAY

Manchester, July 4, 1921.—As a result of communications with the leading brewers in Manchester and Burton-on-Trent, it is learned that there is always a big demand in the whole of the United Kingdom for malting barley of the very best quality.

The imports of barley last year exceeded 12,000,000 cwt., that quantity being 10,000,000 cwt. less than the imports of 1913. Canada's contribution to the total last year was 2,691,200 cwt., being 129,000 cwt. greater than in 1913 but 2,239,000 cwt. less than in the year 1919. In prewar days approximately 6,000,000 cwt. a year came from Russia. The quantity fell last year to 205,800 cwt. Imports from the United States in 1913 were 4,438,100 cwt.; in 1919, 10,793,260 cwt.; and last year, 6,227,400 cwt. The larger proportion of the imports arrive loose at the British ports, where they are bagged and shipped to the various buyers. Certain quantities, however, are exported already packed in 1-cwt. bags.

Several brewers inquire for samples, which should be sent in small bags or, preferably, in air-tight tins. Names and addresses of the firms in question can be obtained from the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

CANADIAN EXPORTS TO AUSTRALIA AND NEW ZEALAND AND THE HAWAIIAN ISLANDS, 1913-21

BY A. B. MUDDIMAN, JUNIOR TRADE COMMISSIONER

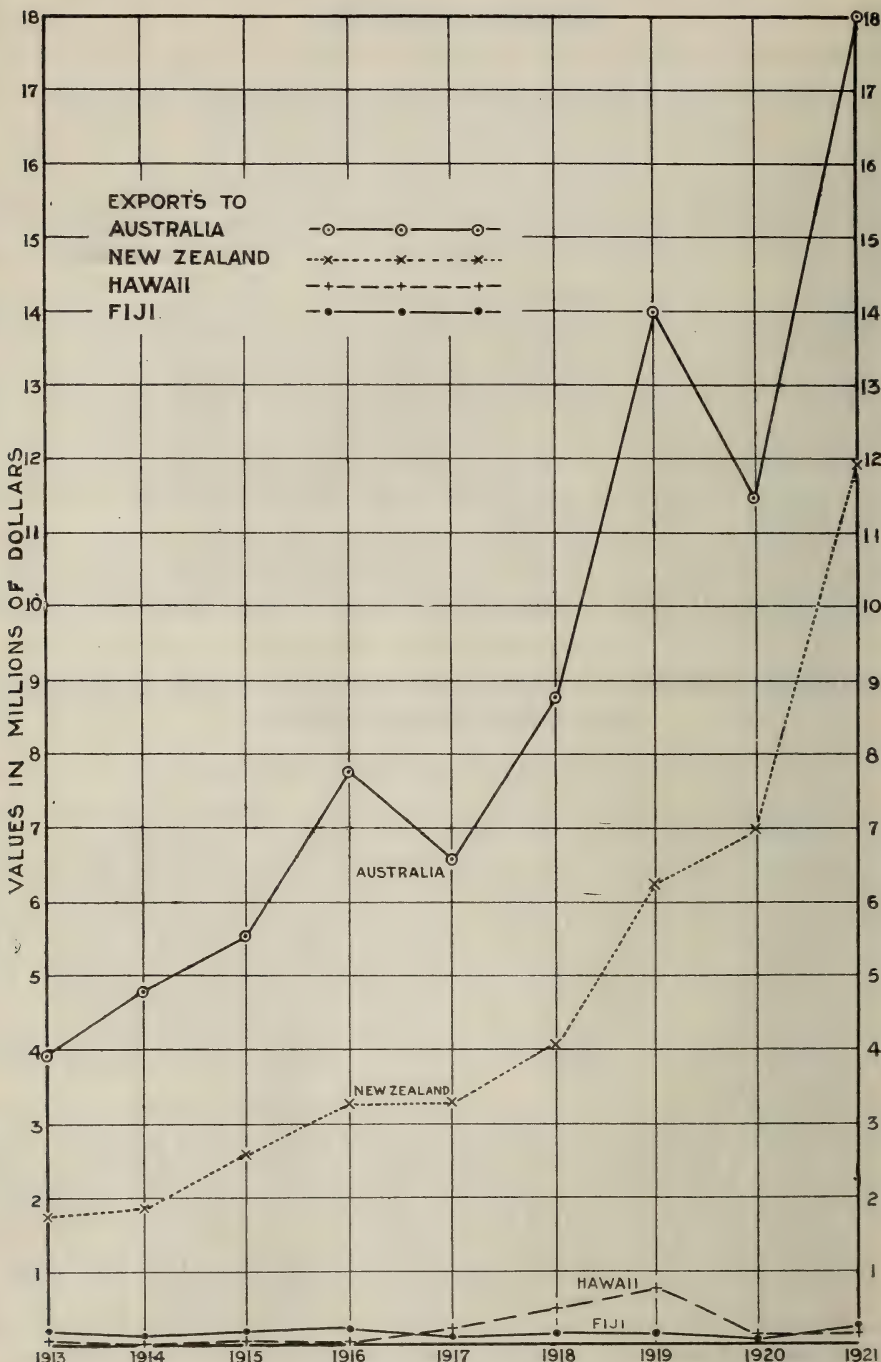
The graph shown below depicts the export trade of Canada for the fiscal years 1913 to 1921 with Australia and New Zealand and the Hawaiian islands.

As far as Australia is concerned, the value of Canadian exports has, with the exception of two years, shown a steady annual increase since 1913. After the United Kingdom, the Australian market ranks as the next largest in the whole of the British Empire for Canadian exports. For the fiscal year ending March 31, 1921, the trade returns show that the five principal Canadian products shipped to Australia were newsprint, automobiles, automobile tires, wrapping paper, and agricultural machinery. But of considerable importance also were corsets, which were sold to the value of nearly three-quarters of a million dollars, and in addition, lumber and automobile parts figured largely.

Considering its small size and population, New Zealand is a very satisfactory market for Canadian goods, and annually consumes a large quantity per capita. Since 1913 the values of Canadian products shipped to that country have steadily increased. As far as inter-Empire trade is concerned, New Zealand ranks fifth in Canadian exports. There is little doubt that this market offers fine prospects for the future, and well merits the closest attention of Canadian exporters. In the last fiscal year the principal product exported was newsprint, although automobiles approached it closely in value: of these there were shipped over 2,300 passenger cars and over 600 motor trucks. But while these two items stand out in the returns, a wide variety of other classes of goods was exported, among the principal of which were lumber, paper, cotton clothing, coal, confectionery, and corsets.

CANADIAN EXPORTS TO AUSTRALIA AND NEW ZEALAND AND THE HAWAIIAN ISLANDS, 1913-21

(Values in Millions of Dollars. Years to March 31 in each year stated)

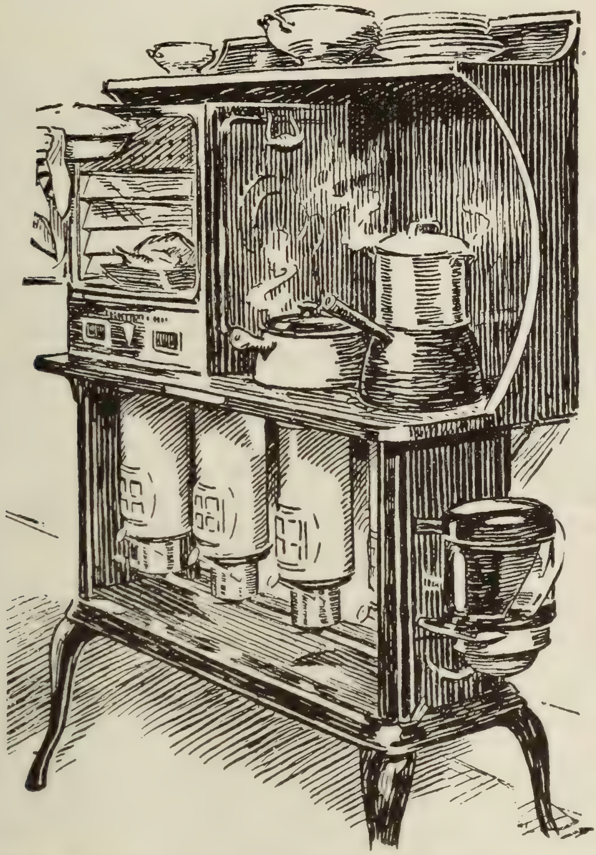


DEMAND FOR OIL-COOKING STOVES IN THE UNITED KINGDOM

Trade Commissioner J. E. Ray

Manchester, June 22, 1921.—The prolonged coal strike and the reduction of gas and electric power at the municipal works and privately-owned plants in nearly all towns of the United Kingdom have exercised a great influence on the demand for oil-cooking stoves. The cheapness of coal, gas and electricity in prewar days, combined with prejudice, prevented the popularizing of oil heat for domestic purposes, but at the present time large quantities of oil-fed cooking stoves are being sold to hotels, restaurants and householders. Petroleum is the fuel used.

The following is an illustration of a popular "American" stove:—



The retail price of the two-burner is £6 4s. ($30.17), of the three-burner £7 18s. ($38.70), and of the four-burner £9 ($43.80).

As there are no indications that the price of coal will fall appreciably for some years, it is more than probable that the demand for oil-cooking stoves will grow.

If there are any Canadian manufacturers in possession of a specialty stove which will compete with the one illustrated, they would be well advised to send to the United Kingdom a representative with practical knowledge, either to visit the large centres of population, or, better still, to appoint as agents a first-class house with extensive connections among the ironmongery stores of the country.

Any illustrations and prices forwarded to the Manchester office will be personally placed in the hands of firms interested.

It should be stated that the stove above illustrated is marketed in Great Britain by a powerful organization.

THE REPUBLIC OF COLOMBIA AS A MARKET FOR CANADIAN GOODS

Major H. A. Chisholm, M.C., Canadian Trade Commissioner

Colombia's Economic Position

Havana, Cuba, June 27, 1921.—It has recently been stated by many men well versed in Latin-American trade that there are few Latin-American republics worse hit by last year's drastic declines in commodity prices than Colombia. While it is true that the price of coffee—Colombia's most important export article—is now but a fifth of the highest price reached in 1920, and that her purchasing power for this year has been enormously decreased by a large oversupply of certain lines of imported goods, yet there are factors in her present economic situation which should result in considerable expansion both in the internal and external trade of the country.

Unfavourable Factors.—It is undeniable that the normal import trade of Colombia is now virtually at a standstill in many lines on account of the large surplus of imported goods left over from last year. The writer heard several representatives of American manufacturers in Barranquilla and Cartagena complain that "this country is stocked up for two or three years in my line." Comparative statistics of Colombia's imports from the United States would seem to bear out such a statement. The Foreign Commerce reports of the United States Department of Commerce for the years 1918, 1919 and 1920 show that in several lines of textiles and iron and steel goods, American exports to Colombia increased comparatively more in quantity and value than to any other country in the world.

An Oversold Market.—Exports to Colombia of American bleached cottons, for example, increased from some 2,000,000 yards in 1918 to over 13,000,000 in 1920, while Cuba, showing the next largest comparative increase, imported 10,000,000 yards in 1918 as compared with 50,000,000 in 1920. Colombia's imports of American printed cloths increased from 4,600,000 yards in 1918 to 33,680,000 yards in 1920, as compared with Cuba's 16,000,000 and 33,000,000 yards respectively. Colombia's importations of American textiles in 1920 were actually six or seven times the volume of the 1918 importations and ten or twelve times the value.

Manufacturers of certain iron and steel goods tell the same story. The United States exported to Colombia in 1920 nearly 3,000 tons of iron and steel pipes and fittings as compared with 150 tons in 1918—a twenty-fold increase in two years as compared with an eight-fold increase to Mexico with all the latter country's immense development of oil pipe-lines. Colombia's imports of American galvanized iron sheeting increased from some 450 tons in 1918 to over 3,500 tons in 1920.

By far the greater part of Colombia's imports are in textiles and iron and steel goods, and the year 1921 was ushered in with the country loaded up with from one to three years' supply in many lines of these goods. While the old-established Colombian importers were buying a year's requirements for the country, American exporters were simultaneously loading up these importers' very customers throughout the country with another year's supply. Then the bottom dropped out of the coffee market, leaving importers and wholesalers with imported stocks of unprecedented dimensions bought at the peak prices of 1920, while the purchasing power of the public had been very seriously impaired. It is indeed doubtful if the next two years will exhaust the present stocks of some lines of textiles in Colombia.

The foregoing situation has had its serious effect on even the strongest firms in Colombia. It was the stated opinion of a well-informed banker in Barranquilla that if pushed by the banks, over 75 per cent of the merchants of the country would be forced into bankruptcy. Fortunately, however, most of the larger and old-established firms had accumulated large assets, and with the help of the banks are gradually liquidating their liabilities. On the other hand, most of the newer and less stable concerns are in serious financial difficulties, and few of them will be able to discharge

in full their liabilities to their foreign (chiefly American) creditors, and many of them are making no attempt to do so. The writer heard that English textile exporters were preparing a "black list" of such firms as refused to discharge in full their liabilities. This would be an excellent arrangement. Unscrupulous Turkish and Syrian merchants would be unable to buy English textiles, and a premium would thus be placed on the honesty of merchants who faithfully discharge in full their liabilities. The European and American exporters who sold to none but the most reliable Colombian concerns are emphatically receiving the fairest treatment, and if Canadian exporters receive orders from such firms vouched for by bankers on the spot, there need not be the slightest hesitancy in filling the orders on a credit payment basis.

Favourable Factors.—The favourable factors in Colombia's present economic situation are: the agricultural, mineral, and petroleum resources of the country; stable government; an increasing influx of foreign capital; and the payment by the United States to Colombia of $25,000,000 as compensation for the loss of the Isthmus of Panama. These factors, sketched in the following paragraphs, will all help to develop the purchasing power of the republic.

Area and Population.—Bounded by the Isthmus of Panama on the north and by the republics of Venezuela, Brazil, Peru, and Ecuador on the east and south, Colombia enjoys the unique distinction among the countries of South America of being washed by the waves of both the Pacific and Atlantic oceans. She has some 640 miles of coast on the Caribbean sea and 465 on the Pacific. Colombia has an area of 450,000 square miles, or about equal to the combined areas of Manitoba and Saskatchewan. Although the last official census placed the population at some 5,000,000, competent authorities estimate that the present population is between six and seven millions, of which at least 80 per cent are Indians—either aboriginal or with a slight mixture of Spanish blood.

Transportation Problems.—Practically all the commerce of Colombia is borne on the Magdalena river, which flows for over 1,000 miles from the Andes down to the Caribbean. The country boasts a few short lengths of railway totalling not over 800 miles consisting largely of connecting links with the Magdalena. Goods for the Colombian market usually arrive either at Cartagena or Puerto Colombia. From Cartagena they are shipped by rail 65 miles to the Magdalena river at Calamar, where they take one of the fifty-odd flatt-bottomed river steamers. If the goods are shipped to Puerto Colombia, they are taken by rail eighteen miles to Barranquilla, which is the base for the river traffic. Cartagena, one of the oldest and most famous cities of Spanish colonial days, has now given place to Barranquilla in commercial importance. To-day nearly 70 per cent of Colombia's import trade passes through Barranquilla. A very small import trade passes through Buenaventura on the Pacific side.

Whether imported goods for the interior pass through the Cartagena or Barranquilla custom house, they are transported by river steamer for several hundred miles. If they are destined for Bogota (the capital), they must be transhipped at La Dorada to be carried by rail 70 miles around rapids in the river, and once more river steamer is resorted to. From Girardot—the head of river navigation—they are finally carried by rail to Bogota. If the goods are for Medellin—the centre of the richest mining, industrial, and agricultural district of the republic—they must be carried by mule-back some twenty miles over a mountain range which breaks the railway connecting the river with Medellin. It is important for the exporter to Colombia to remember that his goods will take at least several weeks, possibly months, by boat, rail and mule-back, to reach their destination, and that they will be handled anywhere from ten to thirty times during their journey. The cost of such transportation is naturally enormous—$50 to $100 per ton, depending on the class of freight.

Goods for the interior should arrive at Barranquilla or Cartagena between March and October, during the rainy season, when there is plenty of water in the Magdalena. During the dry season, from October to March, river boats have often been held up for weeks on sand bars owing to low water.

COLOMBIAN RESOURCES

Agriculturally, Colombia is self-sustaining. Notwithstanding her geographical position in the heart of the tropics, thanks to great diversities in altitude, Colombia boasts wide ranges of climate. Like Mexico, she grows everything common to the tropics, while in her mountainous regions she also produces plants and grains commonly grown in Canada.

Coffee is Colombia's leading export commodity. Over half of the total value of her exports has always been in coffee. Coffee exports have grown from some 80,000,000 pounds in 1911 to over 200,000,000 pounds in 1920, most of this going to the United States. Canada bought in 1920 some 1,846,000 pounds of Colombian coffee. As a coffee-producing country, Colombia is second only to Brazil, and is said to produce some of the best coffees in South America.

Cattle and Hides.—Apart from coffee, the cattle industry is the most important in the Republic. Colombia abounds in "llanos" or grassy plains of huge extent affording abundant pasturage for cattle. Two-thirds of Colombia's area consists of immense stretches of fertile "llanos" and "selvas" (forests) east of the Andes and as yet unexplored by the white man. According to recent estimates, Colombia has 8,000,000 head of cattle or one and a half million more than the number of cattle in Canada. Very few live cattle have been exported, but efforts are now being made to establish a frozen meat industry. Some 400,000 or 500,000 hides are exported annually, chiefly to the United States. Most of these are of the sun dried variety.

Bananas.—Some years ago, an export banana industry was started in the coast region of Santa Marta by the United Fruit Company. Some four or five million bunches, worth from two to three million dollars, are now exported annually.

Panama Hats.—In 1920, the United States imported 755,000 Panama hats, worth $1,163,000—a trade that has more than doubled in ten years.

Ivory Nuts.—Colombia exports annually some 25,000,000 pounds of ivory nuts, worth nearly a million dollars. These are used abroad for the manufacture of buttons.

Rubber, tobacco and cotton are grown in Colombia, but the export trade is of small proportions.

Minerals.—Colombia produces gold, silver, platinum and emeralds for export. Her total gold production has been estimated at $500,000,000, and of silver at $65,000,000. New English and French capital has recently been invested in the further exploitation of the Colombian gold and silver fields, which show no signs of exhaustion, but which have been handicapped by lack of transportation facilities. The finest emeralds in the world come from the famous mines of Muzo, which are worked by a company controlled by the South African diamond interests. After Russia, Colombia is said to possess the most extensive platinum deposits in the world. The exports amount to several hundred thousand dollars annually. Limited quantities of coal are mined in the Andes, for use in small industries in the interior.

Petroleum.—Large petroleum fields have now been definitely located in Colombia, at short distances from the Magdalena. Drilling operations have been commenced, and one American company have three wells flowing 70,000 barrels daily. It is stated that there are few oil-bearing fields in the world where the large pools are located so close to the surface. Entire shiploads of oil-well machinery and supplies are being unloaded at Cartagena and Barranquilla. By building roads and establishing lines of communication, the oil companies are doing a great deal toward the interior development of the country.

Manufacturing.—Industrially, Colombia has barely made a start, but in the district of Medellin particularly there are flour mills, biscuit factories, shoe factories, textile plants, breweries, tobacco factories, glass works, sawmills, chocolate factories, and a few small foundries. Owing to lack of transportation, these are small local undertakings, but they supply many of the more modest requirements of the interior.

GOVERNMENT AND FINANCE

For nearly twenty years Colombia has had uninterrupted peace and stable government, and political conditions are such that she will probably continue indefinitely to enjoy peace. No serious obstructions are placed in the way of foreign capital in the development of the country, except that the dominant church interests have been known to block some ambitious development schemes. Until last year, when the country was overloaded with imported goods, Colombia has had a favourable visible trade balance. Her national debt is only $20,000,000 gold—probably the smallest per capita national debt in the world—while the government owns many of the railroads and mining properties. Her currency has been placed on a gold basis (one Colombian peso or dollar equals $0.97 gold) and in 1919 commanded a premium on New York. The Colombian peso is now quoted at about 20 per cent discount in New York. Export of gold is now prohibited, and United States notes and drafts payable in New York command a premium over gold.

THE COLOMBIAN AWARD

For the next five years the Republic of Colombia will receive $5,000,000 per annum from the United States in reparation for her loss of Panama in 1903, which, it has been alleged by the Colombians, was engineered by the United States Government of that date, in violation of the treaty of 1846, in order to set the stage for the Panama canal project. The award was finally ratified by the United States Government a few days before the writer arrived in Colombia, and Colombian sentiment changed over night from an atmosphere of distrust and suspicion of all things American to a feeling approaching cordiality toward the United States.

This sentiment has been further cemented by the recent unveiling of the statue of Bolivar, the "Liberator," who established the independence of the northern republics of South America. Colombia proposes to devote this $25,000,000 to improving the means of communication within the country. They will probably buy dredges to keep open the Magdalena river, and may decide to make Barranquilla an ocean port where ocean vessels may discharge cargoes on to the river steamers. There is also talk of building modern roads and extending railroad communication. So far nothing has been decided as to what purposes the money is to be applied, in any case it would appear that never before in the history of Colombia have conditions been more favourable for starting a great forward movement in the development of her resources, her lines of communication and her foreign trade.

Foreign Trade Statistics

During the decade between the end of Colombia's revolutionary troubles in 1903, and the opening of the Great War, Colombia's foreign trade showed a steady yearly growth, as well as a constant visible trade balance as evidenced by the following round figures:—

	Exports in Gold Dollars	Imports in Gold Dollars
1905	12,315,000	12,280,000
1908	15,000,000	13,500,000
1911	22,373,000	18,100,000
1912	32,000,000	27,000,000
1913	36,000,000	28,000,000

The war in Europe precipitated a sharp decline in Colombia's foreign trade, particularly in imports, which in 1915 had fallen to $18,000,000. Nor did her foreign business show much improvement until after the end of the war. Her trade then increased by leaps and bounds, and in 1920 it totalled some $140,000,000. For the first time in fifteen years, Colombia had in 1920 an adverse trade balance, exports

being valued at some $60,000,000 as against $80,000,000 for imports. This sudden reversal was caused simply by overbuying or rather overselling to Colombians, largely on the part of American exporters. In 1920, Colombia was buying heavily on a rising market, while she was selling her coffee and hides on a falling market.

LARGE INCREASE IN UNITED STATES TRADE

During prewar years about 35 per cent of Colombia's imports came from the United Kingdom, 30 per cent from the United States, 20 per cent from Germany, and 10 per cent from France, while she sold more than half her exports to the United States. In 1920, however, 75 per cent of her imports came from the United States, and at least 85 per cent of her exports were sold to the United States. The English textile trade got the greater part of the remaining 25 per cent of the Colombian import business. The present indications are however, that a steadily increasing proportion of Colombian imports will be of European origin. Not only is the English textile and machinery business increasing, but more European and Japanese goods of all kinds are appearing on the market at very competitive prices.

THE COLOMBIAN TARIFF*

The customs tariff is a very unwieldy affair of specific duties. There seems to be no attempt at scientific classification. Duties are levied on the gross weight (including packing) of articles, with little respect paid to price or quality. As a general rule, these duties are so heavy that they just stop a little short of killing the goose that lays the golden egg of customs revenues which provide the means for conducting the business of government in Colombia. These duties are changed so often and so arbitrarily, that the exporter to Colombia cannot hope to keep in touch with their idiosyncrasies. He must depend on his representative on the spot to inform him when any change takes place that will affect his particular line of goods.

PACKING AND CRATING

Packing and crating goods consigned to Colombia is a delicate problem in the combination of lightness with strength. Crating must be strong enough to protect goods through the vicissitudes of several hundred miles of transportation by rail, river, steamer and muleback in the heart of the tropics and over lofty mountain ranges; on the other hand, if the crating is too heavy, the customer pays burdensome customs duties, which are levied on the gross weight of each package. When an order is placed abroad by a Colombian importer, explicit instructions as to packing are usually forwarded to the exporter. *Such instructions must be followed to the letter by the shipper.* If he cannot do this, he should tactfully decline the order, because it is better not to do any business with Colombia, than to do it even a little badly. If shipping instructions, no matter how peculiar they may seem to the Canadian exporter, are not faithfully carried out, goods may arrive packed in such a manner as to render them useless, or as to cause at least considerable inconvenience to the consignee. The Canadian shipper must remember that his customer has probably been in the importing business for from twenty to fifty years and knows his market. He must comply with the instructions of the man on the spot or go out of the export business.

It must be remembered that adjoining districts in Colombia may require the same goods packed in totally different manners. A town on the Magdalena river may require goods in large crates, thus reducing the weight of the packing, whereas a mining town a hundred miles distant but over a mountain range, must have all its good put up in 60-kilo-packages. The reason is that rail and water will carry the goods to the river

*The *Colombian Review of New York*, 130 West 42nd street, Bush Terminal Building, N.Y., has now nearly completed an English translation of the Colombian tariffs, which may be obtained by correspondence direct with this periodical.

town, but the faithful mule is the only carrier that will get these goods over the mountain range, and his load consists of two 60-kilo. packages, one slung on either side. Where goods take so long in reaching their destinations, pilferage must always be carefully guarded against, and a casing of strong "chicken wire" might be used to guard against such a contingency. Where rain would deteriorate the contents, there must of course be a covering of some light waterproofed material. There are few modern warehouses in Colombia, and the rains are truly torrential.

SHIPPING AND CONSULAR DOCUMENTS

In the eyes of the Colombian customs official, the most important document accompanying shipments is the consular invoice. Consular invoices and declarations signed by a Colombian consul are indispensable for a clearance.

Five consular invoices, written in Spanish, are required for shipment to Colombia. One copy is given to the steamship company, and four are presented to the Colombian consul by the forwarder before the ship sails. The consul returns to the shipper one copy duly certified and signed with stamp attached for transmittal to the consignee. Three copies are transmitted by the consul to the Colombian customs officials.

Each invoice must show the name of the shipper, name of vessel, names of consignee and owner of the goods, the mark and number of each package, contents of each, net and gross weights in kilos, value per package, and the total f.o.b. value of the shipment; also, in a separate line, the total amount of freight, insurance, and commission (if any) to port of entry. If the amount of freight cannot be ascertained exactly before presentation of the consular invoice, it must be estimated from the steamship company's freight rates. A separate invoice must be made for each mark, even if different marks represent the same consignee.

Five copies of the bill of lading must be presented with the consular invoice at the office of the steamship company the day before sailing. Two or more copies of the bill of lading are returned by the steamship company with the amount of freight written on them, and duly signed. One of the signed copies is mailed at once to the consignee with the certified copy of the invoice.

Each package should be marked and numbered distinctly with stencil or brush, and the weight should be marked on each package, although the law does not require this.

Parcel post packages require regular consular invoices, but consular certification is apparently not necessary. Shipments of all kinds for the interior must be consigned to an agent at the port of entry.

An elaborate system of heavy fines is provided for the following contingencies: When the declared weight of goods exceeds the actual weight by more than 15 per cent, or when the actual weight exceeds the declared weight by more than 10 per cent; when the articles in the shipment are found subject to higher rates of duty than are declared in the invoice; when it is found that the description of the goods is incorrect in more than two packages; when the weight of each article is not shown separately in the case of invoices of goods dutiable at different rates. *Unless the exporter follows to the letter the instructions of his Colombian representative,* the cost of his goods to his customer is nearly always considerably increased by the addition of fines levied by the customs officials. These fines are simply levies on carelessness on the part of foreign shippers. No wonder the Colombian merchant prefers to buy from European exporters, who give such meticulous care to the matter of correct packing and shipping documents!

Shipping documents should all be despatched on the same mail to arrive at the destination as nearly as possible with the merchandise. If the documents arrive before the goods, the customer may have to meet a draft before he sees the goods. In this case of "cash against documents" terms, time should be extended the customer until the arrival of the good. In Colombia, another danger lurks in such a con-

tingency. When an importer instructs his shipper to consign goods for the order of a certain customer, the latter, learning of the arrival of the goods before the importer and identifying himself as the consignee, may withdraw this merchandise from the customs on presentation of a copy of the consular invoice which may be obtained on a payment of fifty cents. If the customer chooses to do so, he may in such a case make things very unpleasant for the importer who has financed the transaction, because by presentation of a copy of the consular invoice and paying the duty, he has in the eyes of Colombian law established his ownership. Several Turkish and Syrian traders have been found guilty of this trick, and there is no recourse in law. This sort of eventuality is easily avoided, however, if the exporter deal only with the most reliable and experienced firms who thoroughly know their customers and who are always on the *qui vive* for such knavery. If the documents arrive later than the goods, however, the consignee cannot get the latter out of the customs, and is put to considerable inconvenience.

Commercial Travellers' Licenses—After passing the customs officials, a commercial traveller to Colombia is free to transact his business without any further formalities on the part of the national government. Some cities impose municipal taxes, however, before the traveller may legally exhibit his samples. Cartagena and Medellin levy yearly taxes of from $10 to $20 on each traveller doing business in these cities.

A traveller should procure from the Columbian consul at his point of embarkation a certified consular invoice covering his samples and describing them in detail. At his Columbian port of entry, he will be required to prepare four copies of his manifest bearing stamps to the value of about three dollars. Samples of no commercial value may be imported free of duty, but on all other samples, full duty must be paid, of which 75 per cent is refunded upon their re-exportation. This may be arranged through the traveller's local agent. Large samples of such lines as textiles, oilcloths, and paper, and every sample of jewellery and plate, should be mutilated for free admission.

SHIPPING

For the United States and European exporter, shipping facilities to Colombian ports present the least of his problems. Seven American steamship companies conduct regular sailings between New York and other United States ports and Cartagena and Puerto Colombia (Barranquilla's seaport). Five British, one French, one Dutch, and two Italian lines also make Cartagena or Puerto Colombia ports of call. Two weeks are generally required for merchandise to reach these ports from New York, and at least a month from European ports. Goods of Canadian origin for Colombia are nearly always shipped via New York. It might be possible for the Canadian Government Merchant Marine, however, to get some of this business during the summer months for transhipment at Kingston, Jamaica, which is a port of call for many United States vessels on the trip down to Colombia. The Canadian Government Merchant Marine might well consider the possibility of extending a service to touch the leading South and Central American ports on the Caribbean, as none of these are now in direct communication with Canadian ports.

Canadian trade with this part of the Caribbean is handicapped by the absence of a direct parcel post through United States ports. Samples of Canadian goods by parcel post must travel via England to Colombia, taking three or four months for the trip. The only other alternative is to consign samples to a New York forwarding broker for reshipment. Canadian trade with northern South America will always be operating under a heavy handicap until such time as a direct steamship communication is established.

REPRESENTATION AND CORRESPONDENCE

Now that the Royal Bank has established a branch in Barranquilla, there is no excuse for Canadian exporters becoming connected with any but the most reputable

Colombian importers. Most of the import business is centred in Barranquilla, and most of the large importing concerns, with headquarters at Barranquilla, also have branches at Cartagena, Bogota and Medellin. The manager of the Royal Bank at Barranquilla—the only Canadian bank operating in Colombia—assured the writer that they would only be too glad to co-operate in every way possible with Canadian exporters with a view to assisting Canadian trade. The writer cannot impress too strongly on Canadian exporters the necessity of getting a bankers' O.K. on Colombian firms with whom they propose to do business, no matter how attractive such business may appear to them. The only Canadian bank in Colombia has already established an enviable reputation for sound business methods and courteous service. The Latin-American appreciates nothing more than courteous, cordial letters written in good Spanish or English. If the Canadian exporter cannot command the very best Spanish translators, it would be much better to write his letters in English, as most of the more important Latin-American houses have some one who understands English. The constant honesty and courtesy shown by English exporters is very much admired by Latin-Americans.

COMMERCIAL CONDITIONS IN THE ARGENTINE REPUBLIC

Trade Commissioner B. S. Webb

Buenos Aires, June 7, 1921.—Canadian exporters interested in Argentina were advised by the publication of a telegram in *Weekly Bulletin* No. 880, that business conditions in Argentina were far from normal, and in an article on the same subject, published in *Bulletin* No. 888 (February 7), they were advised of an increasing number of commercial failures consequent on a rapid rise in American exchange.

The situation later developed into one of acute commercial depression probably unequalled in the annals of Argentine commerce. The position was brought about by heavy post-armistice buying based on the assumption that the purchasing power of the public would be maintained, which assumption proved erroneous.

Exports of Argentine produce, contrary to expectations, registered a heavy decrease during the year 1920, accompanied by a very marked decline in values. This depreciation in the values and quantities of exports was expressed in a movement of exchanges against the Republic, which caught most importers with heavy stocks of goods on hand which had been purchased at peak-high prices. Large stocks of merchandise were lying in the customs warehouses and further shipments were en route. With American exchange at a premium of 30 to 40 per cent, it is not surprising that importers were unwilling or unable to meet drafts drawn on them. A competent authority estimates the value of rejected merchandise at forty million dollars, of which 25 per cent is now supposed to have been liquidated at an average of 60 per cent of its invoice value. It is estimated that unaccepted American drafts are held by Buenos Aires banks to-day to the value of twenty million dollars. According to a recent cable despatch from New York, the American exporters of goods now lying in Buenos Aires, realizing the futility of attempting to force the liquidation of so large a quantity of goods, are considering the advisability of forming a syndicate for the purpose of transferring the goods from the customs house deposits to a private warehouse for gradual liquidation from stock, hoping in this way to reduce their losses to a minimum.

The commercial depression of the last six months, properly understood, has only been a concomitant of the transition from war-time to peace-time trading. During the war period, when deliveries were difficult to obtain, the importer who could secure the most goods made the largest profits. When the removal of trade restrictions, following on the armistice, allowed of the unhindered importation of merchandise, the Argentine trader, basing his calculations on the assumption that the purchasing power of the Republic was unlimited, overbought and overbought heavily, producing the present situation.

The extraordinary powers of rapid recuperation which this market possesses are well known, and it seems strange to have to report that the predominant note in commercial circles to-day is one of absolute confidence in the immediate economic future of the country. This rapid recovery of confidence may, to a certain extent, be attributed to the firm attitude which Government recently took up in connection with labour troubles, when it absolutely and unhesitatingly undertook to guarantee, by means of armed forces, the freedom of labour in the port zone. However, whatever may be the cause, the fact is that bank deposits have increased, Government and hypothecary bonds have risen five points in ten days, and money is easier, whilst wool, together with hides and other packing house products, are beginning to go forward more freely and at better prices. Cereal prices in general have risen 10 per cent in a fortnight. The Las Palmas packing house, one of the largest in the country, which has been closed down for some weeks, has reopened indicating a European demand for meat products. Exchange rates, which have been most unfavourable for some months past, are beginning to move in favour of the Republic, and the general impression to be gathered from a study of the present indications is that trade in general is due for a recovery.

Several months, however, must elapse before present stocks can be consumed, and it is not likely that the import trade will feel the benefit of the improved conditions for some months to come.

THE ARGENTINE MARKET FOR PIANOS

TRADE COMMISSIONR B. S. WEBB

Buenos Aires, May 20, 1921.—The Argentine Republic provides a large market for pianos and musical instruments, and one likely to prove profitable to those manufacturers who decide to make the efforts required to enter it. Reference to this "necessary effort" is made at the commencement of this report because in the piano business, as in any other branch of export trade, but little can be accomplished without a display of energy, coupled with patience on the one hand and determination on the other. A close study of the market, its requirements and peculiarities, is recommended to Canadian manufacturers in the knowledge and belief that they are capable of producing instruments of the required styles at a price which will enable them to compete with the manufacturers of other countries for a share of the trade of this republic.

The capacity of the market is approximately 5,500 instruments per annum, and the competition to be met is that of the United States exporter, with the German manufacturer looming large in the background.

During an average prewar year German manufacturers supplied 4,216 instruments; United States, 395; France, 392; Spain, 366; United Kingdom, 180; Belgium, 114; and Italy, 47. With the elimination of German competition in 1915, United States exporters stepped into first position, since which time they have held approximately two-thirds of the piano trade of the republic. The first shipment of Canadian pianos arrived here in 1919. The subjoined statements show the importation of pianos and player-pianos, by the principal countries, for the years 1909-20 inclusive. It will be noticed that 220 German pianos arrived during the first six months of last year and that if the rate of importation has been maintained during the second half of the year, 2,606 instruments will have been received.

IMPORTATION OF PIANOS, 1909-20

	Annual Average 1909-1913	1914	1915	1916	1917	1918
France	392	115	168	220	98	41
Germany	4,216	1,873	445	38	8	1
Italy	47	42	34	20	11	3
Japan	....	....	....	....	....	2
Spain	366	157	190	300	96	210
United Kingdom	179	84	67	104	135	45
United States	394	262	362	704	791	697
Total importations	5,707	2,596	1,273	1,392	1,162	1,049

	1919	1920 1st 6 months
Belgium	......	1
Brazil	5	18
Chile	2	
Denmark	......	2
France	73	67
Germany	11	220
Holland	44	4
Italy	8	4
Japan	33	6
Spain	196	64
United Kingdom	50	48
United States	1,240	855
Uruguay	20	10
Total importations	1,684	1,303

IMPORTATION OF PLAYER-PIANOS, 1914-20

	1914	1915	1916	1917	1918	1919	1920 1st 6 months.
Germany	37	4	....	....	....	....	2
United Kingdom	17	3	4	....	....	1	
United States	6	14	38	....	....	18	49
Uruguay	....	....	1	....	....	....	1
	60	21	43	28	8	19	52

TRADE OPINIONS ON CANADIAN PIANOS

In order to ascertain the opinion of the trade, a number of leading dealers were interviewed and asked for an opinion on Canadian piano styles and prices, and also for a statement concerning the present condition of the local piano trade. Dealers appear to be unanimous in finding Canadian prices competitive and in reporting a temporary glut of the market. Only one importer mentions the present price of Canadan funds (20/30 per cent premium). On the question of styles opinions vary but slightly, the consensus being that while the piano-playing public undoubtedly prefers German ornamental styles, with a wealth of panellings and mouldings and glaringly ostentatious candelabra, American and English models are now sufficiently well known to enable them to be sold with few, if any, modifications to their original designs.

No one importer makes reference to the various grades of instruments called for by the market, but observation and inquiry justify the presumption that 80 per cent of the demand is for cheap pianos (trade pianos) and 20 per cent for high-grade musical instruments. There does not appear to be a very large sale for pianos of medium quality, the attitude of dealers in this respect being that a "trade" or "stencil" piano should be considered almost entirely in relation to its price and appearance, whilst relatively small importance ought to be attached to price considerations where a good-quality instrument is concerned.

A German-Argentine importer stated that during the war period stocks gradually decreased and became exhausted to such an extent that many of the large importing

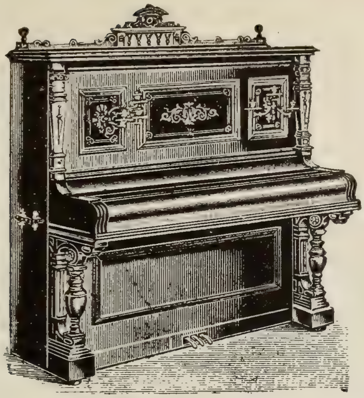
firms brought in the pianos they had out on hire, repolished and overhauled them, and sold them as new, this being, at that time, the only way to meet the demand for instruments. On one occasion, before the war, he received a consignment of pianos from Germany of such poor quality that he was unable to sell them and had to use them as hire pianos. This incident led him to import American pianos, which he still handles, together with German pianos of cheaper construction. Sales at the present time are fairly brisk, but the regular piano trade is being hampered by the operations of a number of casual importers who have purchased instruments and brought them into the country for resale from private house addresses. One of these casual importers recently offered him eighty instruments, whilst another is trading with a hundred instruments in a private store on a side street. He found Canadian styles suitable for this market, which has now become accustomed to the American styles imported during the war. Heavy offerings of German pianos are now being made to the trade at prices which, after taking into account the cost of exchange, are more favourable than can be made by Canadian or American manufacturers. For this reason he was not inclined to place orders for pianos with Canadian manufacturers. Business in pianos is usually done on the basis of a ninety-days' sight or cash against documents in New York, these latter terms having been imposed by American manufacturers.

Another dealer thought that Canadian pianos were not too dear, and that the styles in general were suitable to this market though somewhat inclined to be severe. German pianos had a big sale here because the manufacturers adapted their styles to the taste of the people of the country. He gave it as his opinion that a Canadian manufacturer should arrange to send down an instrument as a sample, and that he would have to conform to the usual trade custom of settlement by acceptance of a ninety days' draft.

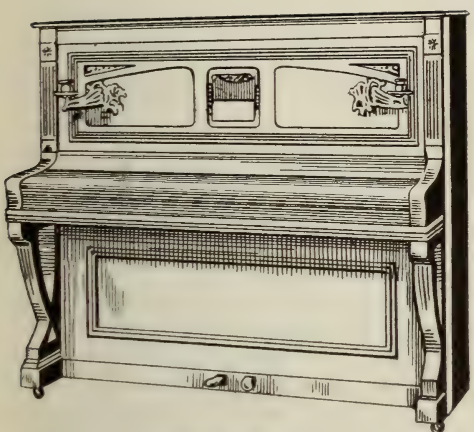
A large dealer stated that his firm had given up importing pianos and are now making their own, turning out from five to six instruments a month. They hope shortly to be able to turn out twenty pianos a month, all of which will be easily disposed of. They are making a vertical mahogany instrument similar in lines to a Broadwood which they retail at $510, a price which leaves them a handsome profit. Their pianos are made of local wood and imported strings and fittings. One instrument had a German name and trade-mark cast on the frame, the reason given for this being that sales would be affected if a local trade-mark or trade name were used. He stated that formerly they had imported 9,000 pianos in a period of six years and that the real demand for instruments commenced with the introduction of the sale by instalments plan. He believed that the future prospects for the trade are bright, this being a country for immigrants where there are always a number of families establishing new homes. Canadian styles are suitable for the trade here; the designs may be a little plain but the public is now getting used to serious and artistic styles and the extra panelling is not at all indispensable. Prices were found about right. The cost of clearing an instrument through the Customs amounts to approximately $65 Canadian and this sum should be added to the c.i.f. price in order to obtain a landed cost.

STYLES

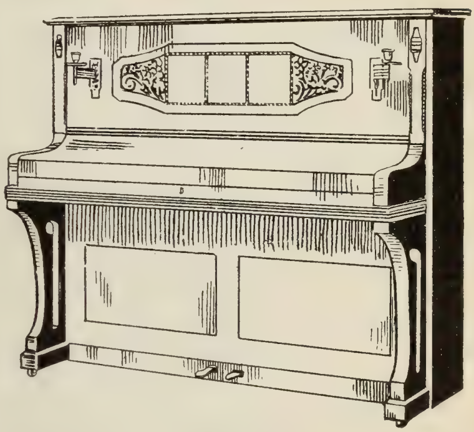
A fair idea of the styles likely to appeal to the Argentine purchaser can be obtained from a study of the following illustrations:—



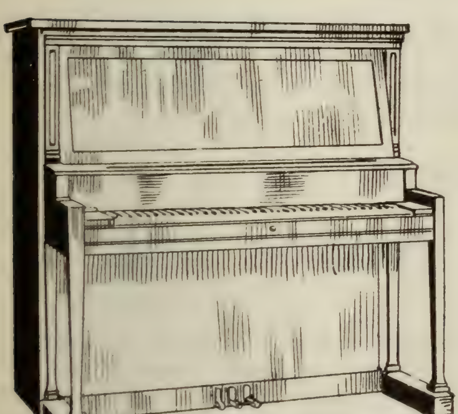
Model No. 1



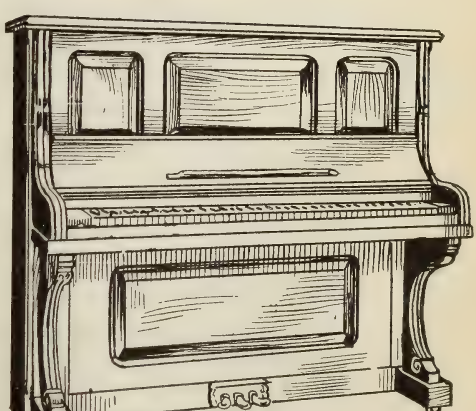
Model No. 2



Model No. 3



Model No. 4



Model No. 5

Model No. 1 illustrates the highly ornamental type of German piano which was in vogue before the war. Presumably consumers' tastes have been formed on similar models.

Models 2 and 3 have been selected from a recently arrived consignment, and are typical of the German piano now being offered to the trade. Two pedals only are shown, but the instruments are fitted with three—an important detail for this market. The candelabra are clearly distinguishable, one pair being in "new art" German style.

Model 2 is a 53 inch instrument, 3 pedals, ebony or mahogany colour, ivory keys, action not known. It is afforded to the trade at $1,050 m/n ($445 Canadian) delivered in Buenos Aires, together with a stool and a set of glass insulators; trade discount 5 per cent; no extra charge for packing.

Model No. 3 is a 52 inch instrument, 3 pedals, in black or mahogany colour, priced at $1,000 m/n ($424 Canadian). The factory representative guarantees these instruments to the trade for fifteen years.

Model No. 4 illustrates a purely American style of instrument not considered suitable for this market because of its severity, whilst No. 5 is a piano, also made in the United States, but modified to suit the local taste.

CREDIT TERMS

Practically all business in imported pianos was formerly done on the basis of a 90 days' draft attached to shipping documents, and there can be no doubt that these are the terms on which most of the business is being done at the present time. It is true that during the war importers were obliged to put up cash against documents in New York or elsewhere, in order to secure the instruments they so urgently required, but it is not to be expected that they will continue to do so any longer than it is necessary. The piano trade of Buenos Aires comprises seventeen first-class dealers with elaborate stores on main shopping streets and fourteen regular dealers in a smaller way of business carried on in less expensive stores. All regular piano dealers are importers, necessarily possessing sufficient capital and responsibility to enable them to operate as such, and during normal times they could be supplied on 90 days' terms with a minimum risk of loss. Present conditions of trade depression, however, combined with fluctuating exchange values, suggest the exercise of a little extra precaution, and in this connection it may be mentioned that information on the financial standing of any responsible Buenos Aires dealer can be obtained from any of the Canadian branches of the large international commercial enquiry agency.

COMPARISON IN PRICES

The German pianos, models Nos. 2 and 3, are being sold to the trade at $1,000 m/n delivered price. To meet this price, at to-day's rate of exchange, a Canadian manufacturer would have to quote $234 Canadian, f.o.b. seaport, the importer's calculation, approximately correct, being as under:—

F. O. B. sea-port cost	$	234	Canadian
Ocean freight, 72 cubic feet at, say $20 per ton of 40 cubic feet		36	"
Cost C.I.F. Buenos Aires	$	270	Canadian
$270 Canadian at exchange of, say, $130 (270x130÷44)		800	Pesos m/n
Customs duties and landing charges		200	"
Total cost delivered		1,000	Pesos m/n

American, English, and French pianos, however, are more expensive, and dealers have been paying up to $360 United States for uprights, $600 United States for players, and $750 United States for grands. These prices are f.o.b. seaport and are for best-quality instruments. Amongst the high-grade instruments on view in the various stores are the Chickering and the Steinway, the Erard and Pleyel of Paris, and the Broadwood and Brinsmead of London.

CANADIAN PARTICIPATION

Pianos of Canadian manufacture are now on sale at two of the best-grade stores in town. One of the importers states that amongst his Canadian pianos are some of the best instruments he has ever sold, whilst the other dealer, handling a cheaper instrument, describes it as a good piano capable of meeting any other make in point of price, quality, and finish. There are still many dealers who have not been approached by a Canadian maker, and who could doubtless be induced to handle a small consignment if approached in the right way.

According to the expressed opinion of the importers consulted, the right way is for a manufacturer to approach the dealer direct, quoting by correspondence and at first writing an absolutely net export price in Canadian funds c.i.f. Buenos Aires, with no extra charges for boxing. If the dealer can be induced to accept an instrument on consignment he will be afforded an opportunity to examine the piano in question, and the practical experience gained in clearing the instrument will serve as a guide to him thereafter in calculating the cost of bringing pianos from Canada.

PRESENT AND FUTURE PROSPECTS

At the present moment there is a lull in the piano trade, which will probably develop into a slump. Most dealers ordered heavily from England and the United States during the year following the armistice, and in quantities calculated to meet a demand which had been extraordinarily heavy during the years when instruments were difficult to obtain. The demand, however, has fallen off in a surprising manner, and many dealers are now facing a slack season with heavy stocks of English and United States instruments purchased at peak-high prices, whilst German pianos are being freely offered to the trade at prices substantially lower. Present indications are, therefore, that some little time must elapse before importers will again buy in large quantities. In all probability, however, this country will recover its prosperity and purchasing power sooner than most others, and will again be in a position to absorb 6,000 pianos yearly. People have now become accustomed, by force of circumstances, to pianos of Canadian design, and it only remains for those manufacturers who are in a position to compete, and who possess sufficient energy and determination, to make that "necessary effort" mentioned at the outset of this report, in order to ensure for themselves a substantial share of the trade of this not altogether unimportant market.

The names and addresses of Buenos Aires piano importers may be obtained by Canadian manufacturers on application to the Director, Commercial Intelligence Service Department of Trade and Commerce, Ottawa.

TRADE BETWEEN CANADA AND THE UNITED STATES

Mr. Frederick Hudd, Acting Director, Dominion of Canada Bureau of Information, New York, writes as follows on the trade between Canada and the United States—

An analysis of the Monthly Summary of Foreign Commerce of the United States indicates that although there was a decrease of $30,375,336 in the total trade between Canada and the United States for the eleven months ending May, as compared with the corresponding period ending May, 1920, there was an increase of $16,908,347 in Canadian exports to the United States. There was thus a total decrease of United States exports to Canada of $47,283,683. Canada's adverse balance of trade with the United States for the eleven months ending May, 1921, was $233,728,966 as compared with $297,920,996 for the corresponding period ending May, 1920, a favourable variation of $64,192,030.

Canada's exports to the United States in the period were $506,104,304, while Canada's imports from the United States were $739,833,270.

The following tables will indicate the comparative extent of United States imports from Canada and United States exports to Canada in relation to the principal trading countries.

UNITED STATES IMPORTS

Imported from all countries	$3,468,787,153
Imported from Canada	506,104,304
Imported from South America	465,613,705
Imported from United Kingdom	312,948,790
Imported from France	139,004,949

UNITED STATES EXPORTS

Exported to all countries	$6,179,350,357
Exported to United Kingdom	1,261,902,381
Exported to Canada	739,833,270
Exported to all South America	505,954,216
Exported to France	419,891,799

MARKET FOR PAPERED LAPPING BOARDS IN THE UNITED KINGDOM

Trade Commissioner J. E. Ray

Manchester July 7, 1921.—Large quantities of papered lapping boards, mainly home-manufactured, are used in the cloth and woollen industries of the United Kingdom. Sizes vary slightly, but the one in general demand is 26 inches by 6 inches by ⅜ inch. Twenty-four samples have been sent to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, for the inspection of saw-mill owners. If any Canadian mill can lay them down in Manchester at a little under 30s. ($7.30) per gross, business can be done.

Interested firms are invited to communicate with the Manchester office *re* names and addresses of importers, methods of packing, etc.

BRITISH INDUSTRIES FAIR, 1922

The Department of Overseas Trade announce that the next British Industries Fair will be held in London and Birmingham between the 27th February and the 10th March, 1922. The London section will probably be held at the White City under the same conditions as those which obtained this year. Prospectus and application forms for the 1922 fair will shortly be issued. The price for space, including a sum of 6d. per square foot which will be earmarked for advertisement and propaganda overseas, is 3s. 6d. per square foot. The British Industries Fairs are open to exhibitors from the British Empire.

It is open to manufacturers in all parts of the Empire to take the opportunity afforded by these fairs for showing their goods at a time when it is hoped that a large number of buyers from all over the world will be attracted.

REVIEW OF AUSTRALIAN TRADE IN 1919-20

Trade Commissioner D. H. Ross

III

IMPORTATION OF MOTOR CARS FROM CANADA 1916-17 TO 1919-20

It is estimated that there are approximately 65,000 motor vehicles in use in Australia at the present time. The increase in oversea factory cost, heavy ocean freights, adverse exchange, increased duties and high cost of petrol, are factors which have an important bearing upon the trade. Through effective selling organization, one motor car industry supplies nine-tenths of the Canadian built cars sold in Australia.

The aggregate value of the imports of motor cars from all countries in 1919-20 was £2,580,354 of which Canadian trade shared to the extent of £461,672.

The imports from Canada during recent years are, for comparative purposes, shown thus:—

	1916-17	1917-18	1918-19	1919-20
Canadian motor cars.. ..	£237,848	179,752	387,165	461,672

MOTOR CAR IMPORTATIONS FROM ALL COUNTRIES

The following comparative schedules, showing the total Australian importations of motor car bodies and chassis, from each country of origin in 1917-18 to 1919-20, are submitted for the information of Canadian manufacturers.

Imports of bodies for motor cars, lorries, wagons and parts, n.e.i.

Country of Origin	1917-18	1918-19	1919-20
United Kingdom..	£1,489	£761	£6,831
Canada..	6,632	......	14,110
New Zealand..	......	......	55
Other British..	72	......	242
Belgium..	......	......	453
France..	......	......	555
Italy..	325	52	153
United States..	207,935	105,883	114,766
Other foreign..	111	......	......
	£216,564	£106,695	£137,165

Imports of chassis for motor cars, lorries and wagons and parts (but not including rubber tires):—

Country of Origin	1917-18	1918-19	1919-20
United Kingdom	£ 13,543	£ 9,131	£191,714
Canada..	173,120	387,165	447,562
New Zealand..	24	8	31
Belgium..	......	......	1,408
France..	437	......	6,547
Germany	193	......	......
Italy..	1,185	476	42,649
Switzerland..	60	......	......
United States..	734,071	931,282	1,753,195
Other foreign..	......	6	83
	£922,633	£1,328,068	£2,443,189

IMPORTS OF BICYCLES, VEHICLES AND PARTS, ETC.

The appended schedules give the values of the total imports, and the imports from Canada, of bicycles and parts, and vehicles and parts for the fiscal years of 1918-19 and 1919-20. The marked increase in the value of the imports was shared to a modest extent by Canada. The demand for motor cycles continues, but this line has not yet been competed for by Canadian manufacturers. The United States leads in perambulators, folding and other go-carts and children's tricycles, and ranks to Great Britain in cycle parts and minor articles. The growth of the trade is thus illustrated:—

Australian Imports	1918-19 Value	1919-20 Value	+ Increase − Decrease
Bicycles, tricycles, etc..	£ 492	£ 3,098	£ 2,606
Cycle parts not brazed or plated..	202,992	231,359	+ 28,367
Cycle parts plated, etc..	60,174	88,857	+ 28,683
Motor cycles, etc..	132,784	282,719	+ 149,935
Perambulators, etc..	14,926	6,631	− 8,295
Perambulator parts, n.e.i.	8,450	9,330	+ 880
Children's tricycles..	5,516	2,288	− 3,228
Vehicles, n.e.i..	46,545	228,735	+ 182,190
Parts of vehicles, undergear, etc	215,686	299,171	+ 83,485
	£687,565	£1,152,189	+ £464,623
			+ Increase

IMPORTS OF BICYCLES, VEHICLES AND PARTS, ETC.—*Concluded*

Imports from Canada	1918-19	1919-20	–	Decrease
Bicycles, tricycles, etc..	......	£ 213	+	£ 213
Cycle parts not brazed, etc.. ..	£10,175	8,119	–	2,056
Cycle parts, plated, etc..	2,491	2,776	+	285
Motor cycles..	......	55	+	55
Vehicles, n.e.i..	353	355	+	2
Vehicles and parts, n.e.i..	26,105	27,802	+	1,679
Hubs of elm..	......	48	+	48
	£39,124	£39,368	+	£4,244

IMPORTATION OF FURNITURE

The importation of furniture into Australia has declined in recent years owing to high duties and abnormal ocean freights on bulky goods of such character having given a great impetus to goods of domestic manufacture. In 1912 the imports were valued at £303,512, of which Canada was credited with £23,644. In order to meet competition, it would appear imperative that—as far as possible—furniture should be "knocked down" and assembled at the warehouses of importers. In normal years the imported lines included refrigerators, office equipment, desks, tables, filing cabinets, blind rollers, and goods for household requirements. Excluding articles of wicker and bamboo, the total imports of furniture into Australia, together with the principal countries of origin, are given in the appended table:—

	1917-18	1918-19	1919-20
Value of furniture imports..	£29,432	£52,457	£69,627
United Kingdom..	4,812	3,835	22,433
Canada..	191	782	739
United States..	16,613	39,139	34,799
China..	403	955	2,334
Japan..	5,778	5,626	4,057
France..	104	295	1,608
Russia..	471	......	......
Sweden..	724	1,327	1,693

The manufacture of furniture from excellent native woods, as well as from imported timber, has in recent years developed into an important Australian industry. In 1918 there were 517 factories, employing 7,008 operatives, which produced furniture to the value of £2,239,648.

IMPORTATION OF ORGANS AND HARMONIUMS

In 1919-20 six pipe organs were imported to the value of £1,043, all of which were supplied by the United States. A few pipe organs are manufactured from year to year in Australia by builders of reputation. The imports of ordinary household organs, and small organs for churches, showed an increase of £1,265 in value compared with the previous year. The trade is unlikely to show any considerable expansion, and the decline in the imports of Canadian organs is because manufacturers in the United States have quoted lower prices.

The imports for the last two fiscal years ars shown thus:—

Country of Origin	Number 1918-19	Value 1918-19	Number 1919-20	Value 1919-20
United Kingdom	5	£ 145	4	£ 100
Canada	51	851	10	121
Japan	51	218	10	103
United States..	120	1,240	259	3,395
Totals	227	£2,454	283	£3,719

IMPORTATION OF PIANOS

In addition to the special reports upon the Australian piano trade which appeared in *Weekly Bulletin* Nos. 566 and 587, and the illustration and specification of a popular type of instrument in No. 588, special reports have—in response to inquiries—been furnished to several Canadian manufacturers. The predominating position held by German manufacturers is illustrated in the appended table. The imports from Germany since 1914 are accounted for by the cargoes of steamers interned at neutral ports having been transferred to Australia. At this date the importation of any German goods and products into Australia continues to be prohibited.

Imports of Upright German Pianos

In 1913 Australia imported 12,277 German pianos valued at..	£300,008
In 1914-15 Australia imported 3,286 German pianos valued at..	83,887
In 1915-16 Australia imported 319 German pianos valued at	8,455
In 1916-17 Australia imported 281 German pianos valued at	6,966
In 1917-18 Australia imported 23 German pianos valued at	740
In 1918-19 Australia imported 6 German pianos valued at..	206

Some Canadian manufacturers have shown a disposition to supply the type of instrument required by the Australian trade, which indicates that the returns for 1920-21 should show an advance. Australian music warehouses will give sympathetic attention to offers from Canadian manufacturers disposed to supply pianos suitable for the trade at competitive prices.

Grand and Semi-Grand Pianos, Australian Importations

Country of Origin	Number 1918-19	Value 1918-19	Number 1919-20	Value 1919-20
United Kingdom..	2	£ 116	20	£2,919
Canada..	....	......	1	177
United States..	23	2,624	16	2,042
	25	£2,740	37	£5,138

Upright Pianos, Australian Importations

Country of Origin	Number 1918-19	Value 1918-19	Number 1919-20	Value 1919-20
United Kingdom..	132	£ 7,214	296	£ 18,272
Canada..	108	3,752	92	4,936
New Zealand..	1	18	......	......
Other British countries	......	......	2	73
Germany..	6	206	......	......
Japan....	68	1,762	......	......
United States..	5,758	238,839	4,944	266,805
Other foreign countries.. ..	2	55	6	134
	6,075	£251,846	5,340	£290,220

PIANO PLAYERS IN DEMAND

The growing trade in piano-players and player-pianos has received the consideration of some enterprising Canadian manufacturers during the last year, but persistent effort to exploit their instruments is required to bring about the desired results. Several new lines of player-pianos have been placed on the Australian market in recent years. These instruments are dutiable at the same rates as pianos, hence the number imported and their value is not shown under a separate classification.

PIANO PARTS AND ACCESSORIES

There are two piano-manufacturing companies of considerable magnitude in Australia—one in Melbourne and one in Sydney—and several smaller factories have started operations through the lack of supplies during the period of the war. To some extent these industries embody Canadian parts in their instruments, and information as to sources of supplies in the Dominion have been furnished to Australian manufacturers.

The total importations under these classifications into Australia in 1919-20 were valued at £51,767, of which the United Kingdom supplied £6,031; Canada, £15,908; France, £1,281; Japan, £149; and the United States, £28,393.

AUSTRALIAN IMPORTS OF TIMBER

The importation of timber in the year under review showed an encouraging advance but, in the best years, the trade has fluctuated greatly through both domestic and oversea causes. It was only after the first quarter in 1920 that the Canadian Government cargo steamers offered facilities to British Columbia shippers equal to those hitherto enjoyed by their competitors. Shipments from the Baltic in the same period came forward for the first time since 1914.

In 1913 the total importations of timber were valued at £2,922,578, which declined to £2,153,469 in 1914-15, to £1,722,035 in 1915-16, to £1,490,025 in 1916-17, to £1,412,119 in 1917-18, but the value substantially increased to £1,850,544 in 1918-19, and to £2,478,315 in 1919-20. Unfortunately the Australian timber market is now (May, 1921) in a chaotic condition, caused by heavy stocks purchased in the high cost period, and the recent marked reductions in prices in country of origin, and lower freight rates. Through stringent finance, there is a decline in building, and the immediate outlook for an improvement is not bright.

The trend of the importations from Canada and the United States is shown thus:—

	1917-18	1918-19	1919-20
From Canada	£ 92,768	£ 50,576	£ 111,602
From United States	679,871	1,056,108	1,129,510

The Australian importations of timber during the last two fiscal years, for which particulars are available, are shown thus:—

Country of Origin	1918-19 Value	1919-20 Value
United Kingdom	£ 413	£ 6,054
Canada	50,576	111,602
India	3,687	8,022
New Zealand	634,091	673,943
Straits Settlements	1,376	8,147
China	445	429
Fance	2,029	4,674
Japan	75,079	188,622
Norway	90	202,429
Sweden	9,900	90,348
United States	1,056,108	1,129,510
East Indies	9,356	48,216
Pacific Islands	1,616	5,592
Other British	1,740	....
Other Foreign	4,038	727
	£1,850,544	£2,478,315

IMPORTS OF ARTICLES OF WOOD

This miscellaneous classification includes wood split pulleys, window screens and frames, washboards, staves, etc., wholly or partly finished. The imports from Canada were approximately valued at £7,274 (plus veneers to the value of £9,261). The total importations under this schedule are shown thus:—

	1918-19	1919-20
Articles of wood, n.e.i.	£149,921	£69,627
Barrels, casks and vats, n.e.i.	3,748	5,190
Brushmakers' woodware	251	405
Buckets and tubs	177	93
Washing machines, wringers and mangles	9,657	9,167
Doors (including screens)	256	101
Tool handles (axe, etc.)	27,440	61,122
Elm hubs	2,876	4,185
Hubs, other, prepared	......	......
Last blocks, rough	3,106	1,452
Lasts and trees	240	7,220
Oars and sculls	1,617	4,361
Picture and room mouldings	11,495	5,126
Picture and photograph frames, wood	1,965	3,965
Hickory felloes, rough	789	2,082
Shaft poles and bars	974	1,927
Shooks	139	2,694
Timber bent and cut to shape	589	1,870
Timber, box cut to size (undressed)	1,008	2,116
Timber, box cut to size (dressed or partly dressed)	7,580	2,436
Hickory, undressed	7,707	8,121
Veneer, 3-ply	26,192	33,675
Veneer, n.e.i.	7,348	5,639
Churns, etc.	5,408	2,903
Pickets, undressed	3,037	10,626
Shingles	1,476	2,933
Staves, dressed or partly dressel	53	21
Hickory spokes, dressed	3,374	6,922
Laths	10,119	18,144

PACKING FOR UNITED KINGDOM MARKET

Trade Commissioner L. D. Wilgress

I

London, June 20, 1921.—With a view to ascertaining in what manner the packing of Canadian goods could be improved, an inquiry was conducted among the leading importers of Canadian products in London and Bristol. The general consensus of opinion was that Canadian exporters had achieved a high standard of packing, especially as regards the exterior packages. The complaints made with reference to the packing of certain Canadian lines for the most part related to the immediate wrapping or containers and to the manner in which the goods were placed in the case or crate. Naturally the importers were more inclined to emphasize the particular packing requirements of the lines in which they dealt, rather than to lay down any general principles governing the packing of goods for this market. An effort will, however, be made to set forth the chief points brought out in the inquiry, and in the succeeding article, which will be published in the next number of the *Weekly Bulletin*, details will be given concerning the packing of particular lines. The general remarks with reference to exterior packing will be more for the guidance of Canadian firms who have only lately commenced to export to the United Kingdom, since those Canadian exporters who have built up a well-established trade have carefully studied the packing requirements of the market and have set a high standard.

STRONG PACKING ESSENTIAL

Firms having only a slight experience with export trade do not always realize the amount of handling to which goods shipped overseas are subjected. The strength of the package is therefore an important consideration. The same packing will not

do for export shipments as for domestic shipments by rail. The slinging of cargo into the hold of a vessel, and again the operation of discharging the cargo on to the wharves, involves a much more severe strain on the packages than is ever the case with shipments by rail. Even when the packages are small and can be slid down on a plank from the ship, the height above the wharf requires that the cases be strong and secure or else the strain will result in damage.

Although up-to-date facilities are afforded at most United Kingdom ports, enabling the goods to be discharged with the minimum of handling, it is unavoidable that they have to pass through many agencies before reaching consignees' warehouses. Thus an official connected with the docks estimated that a box of cheese, packed in a Canadian factory, is handled from twenty to thirty times before reaching the consumer in the United Kingdom. The conditions at the Port of London do not tend to minimize the amount of handling, and in this respect are behind those prevailing at some other ports. London is essentially a "barge port." The cargo is discharged at the docks into barges and brought up the river to warehouse. It is also possible that the goods will have to pass through the hands of several railway companies, since the London area is served by many different railways, connected with each other, but with limited through traffic facilities.

From the foregoing it is evident that merchandise exported from Canada to the United Kingdom must be packed in strong, secure cases or crates. The following observations may be given for the guidance of Canadian shippers:—

Thickness of Wood.—The thickness of the wood used for cases or crates depends entirely upon the weight and nature of the contents. The wood should be strong enough to stand all the strain likely to result from handling, but it should not be so heavy that it will add unnecessarily to the gross weight of the package, since extra charges may be incurred on this account. The majority of Canadian exporters have, if anything, erred on the side of too heavy packing cases, when a case of thinner wood, but protected by bands of wire or hoop iron, would have been better. Absolute security, combined with lightness, should be the aim of packers.

Very light commodities such as breakfast foods in cartons are packed in cases of very thin wood and without any wire or other protection. They arrive safely because the lightness of the contents of the case does not cause any undue strain. On the other hand, when a heavy package or the corner of another case falls on top of such a package, damage to contents will result and re-coopering will be necessary. For such light goods a case lately adopted by one Canadian shipper is greatly commended by port officials. The sides and top are of thin plywood, but the whole case is protected by four bands of wire, clinched at intervals. Since this case was adopted by the shipper in question there have been very few breakages.

The ends of all small cases should be protected by four battens of sufficient thickness to form a secure frame for the whole case.

For heavier or medium-weight cases, half-inch wood is usually employed. This question of thickness of the wood, however, can only be decided by experience and by the making of tests. Care must be taken that the top and sides are sufficiently strong to stand the inside and outside strains.

Many complaints are made against Canadian bacon cases being not strong enough for the weight of the contents. The lids, being only half an inch thick, are stated to be too thin. These bacon cases weigh frequently 600 pounds and are subject to great strain. With such heavy cases it is urged that one-inch boards should be used and the cases bound with two bands of hoop iron around the ends and one around the centre, sealed to prevent pilferage. The weight of Canadian bacon cases subjects them to severe strain in handling, and a lighter case would be preferable, other things being equal.

Quality of wood.—Only well-seasoned wood should be used for packing cases. Certain complaints have been directed against Canadian shipments on account of the poorly seasoned wood used and its tendency to warp. The use of second-hand

cases for export shipment is not to be commended. They should only be used when cases as good as new and of the right size for the shipment in question can be obtained. Any second-hand cases that show signs of re-cooperage should not be used.

Only wood free from knots and holes should be utilized, but if any are present, pieces of tin, tacked on from the inside, should be used to cover up these defects.

Aids to strength.—The use of thinner boards and the attainment of consequent greater lightness can be made possible by various aids to the strengthening of the cases. The binding of cases with wire or hoop iron has been already referred to. This is one of the best assurances for security and, as will be pointed out later, is also a good protection against pilferage. The binding of a case in this manner will often make up for any weakness in the wood used. Small packages are bound with wire, and large cases with hoop iron. The hoop iron used must be of good quality, neither second-hand nor too soft. The number of bands depends on the nature of the case. Two bands around the ends and one around the centre will usually be sufficient in the case of square packing cases, while with cases of very thin wood four bands are desirable.

Clamps at the corners and pieces of wood filled in from the inside to protect the ends and edges of the case, are additional aids to strength that will commend themselves to Canadian shippers.

Tongued and grooved boards are much more satisfactory for making packing cases than ordinary boards. This is one of the aids to strength which should always be resorted to in the case of packages likely to be subjected to great strain. In this way security can be attained without adding to the gross weight through using the thicker boards.

Nails.—The nails should be of the right size so that they will not draw if subjected to strain. For this reason it is always better to clinch the nails. It is stated that some Canadian shippers use nails of uniform size throughout the packing case, whereas different sizes for different purposes are necessary. In certain instances screws are an advantage, since they are not liable to draw and the boards suffer no damage if the cases have to be opened at the Customs house.

WEIGHT OF PACKAGES

The gross weight of packages is a consideration of importance in respect to handling at the ports. They should be neither too heavy nor too light. If very light they are more liable to be thrown about by the longshoremen and thus receive more severe treatment than is intended by the packers. A package that cannot be handled by one man is therefore suggested. On the other hand a case that is so heavy as to be unwieldy is also subjected to rougher treatment than a lighter case. A case unloaded by crane seldom falls flat on the wharf, but usually on the end, thus being subjected to great strain if the contents are heavy. Also an unwieldy case will often be jacked up in the hold of the ship and let fall some distance to the place where it can be slung. Such treatment can only be stood by strong secure cases, but if the cases are lighter and more wieldy the handling will be less severe. From 40 to 60 pounds is stated by one dock official to be the most convenient weight for handling at this end, while cases over 250 pounds in weight, or unduly large in size, are said to be unwieldy.

MEASUREMENT OF CASES

All packers of goods for shipment overseas should always bear in mind the important question of measurement. When rates of freight on steamer are charged by measurement ton, it follows that goods must be packed in the least possible space consistent with their security. Thus one importer stated with regard to the packing of Canadian goods: "Generally speaking we have now very little trouble in this respect, the main complaint being that some manufacturers still pack the goods

without bearing in mind the important question of measurement; for instance, they often pack goods in a case much too large, necessitating a lot of packing material being used and, of course, considerably increasing the measurements, which means unnecessary increase in freight."

The question of measurement has a particular bearing on the shipment of crated goods. Since freight rates are charged on the extreme measurements of a package, any ends or parts of the crate unduly protruding add greatly to the total cubic measurement and consequently to the freight rates charged by the steamship company.

PACKING MATERIAL

The selection of the kind of packing material to use to fill up empty spaces in the cases or to prevent the goods knocking against one another, largely depends upon the nature of the goods and the expedience of the shippers. Canadian exporters appear to favour the use of paper as packing material more than do European shippers. In the case of fragile goods, such as glass articles, etc., paper does not seem as good a protection as hay, straw, excelsior, sawdust or other material. On the other hand hay and straw are especially liable to absorb moisture and hence are not good for articles likely to be damaged by dampness.

USE OF CARTONS

The use of cardboard containers for a variety of articles is more general in Canada than in the United Kingdom. Canadian manufacturers must learn not to ship heavy articles overseas in cartons, since no matter how well they are packed in cases the cartons are liable to be damaged by the weight of the goods and the handling the cases receive. Thus heavy hardware articles, tools such as axes, hammers, etc., if shipped in this way frequently tear the cartons and come into contact with one another with resultant damage. With light articles, however, such as saws, lanterns, etc., the cartons serve as good protection and are suitable containers. Heavy tools can be packed in small wooden boxes with sawdust or other material. This method is more expensive, but the experience of importers has shown that the extra cost involved may nearly always be covered by the increased prices realized by the articles so packed. Whether packed in cartons or boxes, the exterior cases should be the proper size to permit of tight fittings, and without empty spaces, so that the containers will not move about in the case.

With bolts and nuts and similar articles packed in paper parcels, or cartons, great care should be taken to select only good strong paper or cardboard. A criticism has been made that certain kegs of Canadian bolts and nuts were received with the interior parcels mostly torn and the articles in question breaking through. The quality of the paper used was said to be at fault, while the parcels were not packed tightly in the kegs. Nails also, whether shipped in canvas bags or kegs, require that the bag or keg be lined with good strong paper, preferably pitch paper. Most Canadian shippers of nails have achieved a high standard in this respect.

TIGHT FITTING IN CASE

The above remarks respecting tight fitting of goods packed in containers apply also to goods shipped loose in the case. Criticisms have been directed in this connection against certain Canadian exporters of woodenware, e.g. clothes pegs. Unless the goods fit tightly in the case there will be continual rubbing or scraping which can do the articles no good. For this reason one consignment of Canadian spring clothes-pegs arrived in very bad condition, the springs and parts of the peg having been scraped apart were lying in confusion in the case. Naturally, in the case of articles that will not fit together in the case, packing material has to be used to fill up the empty spaces and keep the articles firm.

CRATED GOODS

Especial care has to be taken in the crating of goods for export that cannot be packed in cases. Generally speaking a crate is not as satisfactory as a case for the shipment of goods overseas on account of the exposed surfaces between the slats. These must therefore be protected on the inside by good strong paper or other material. It also follows that a crate can never be as strong as a case or as able to withstand strain. For this reason thick battens (seldom less than one inch) and frame must be used, securely nailed together. The wood should also be of uniform thickness. Wash-tubs from Canada were seen which had been crated with rough pieces of wood of varying quality and thickness, and sometimes not properly secured by the nails, the latter being too small as a result, the battens had frequently sprung, exposing the article to damage. A wire band was suggested by a dock official as a necessary protection to crates of this sort.

In the case of all crated goods the exposed surfaces between the slats should not be so wide that the corners of other cases or crates can reach the goods. It may be repeated that where the goods are liable to be scratched, or otherwise damaged, the whole surface must be protected by paper or other material. All crated articles must be securely held in the crate, and when necessary cross battens or stays must be used to prevent any possible movement within the crate.

KEGS

Certain lines are shipped from Canada in kegs. When this is the case the kegs must be well coopered and made of well-seasoned staves of sufficient thickness. The kegs must be then securely bound with either wire or hoop iron, the latter always of good quality and not too soft. The Germans often bound kegs with wooden withies which were satisfactory. Consignments of Canadian nails have been received with the kegs broken and the nails running out. The top and bottom of the keg should always be securely fastened, as the strain on these parts is great.

Nails for the United Kingdom are usually shipped in canvas bags, paper lined, 112 lbs. gross for net, this being the custom of the trade. The leading Canadian exporters of nails thoroughly understand the requirements of the United Kingdom market and have been giving satisfactory service.

LIMP PACKAGES

Canadian exporters of certain lines have been shipping goods limp or in bundles, wrapped in paper. This avoids the extra weight and measurement space involved in packing goods in crates and cases. It cannot be said that this is good policy in all instances, especially where the goods are liable to be damaged or hurt in any way by rough handling. It is significant to note that one leading Canadian exporting firm who formerly shipped their products wrapped in paper now ship in stout crates. The additional security undoubtedly pays for the extra charges involved through increased weight and measurement space.

The practice of shipping loose goods in paper or cardboard packages, without outside protection of any kind, is still more dangerous. Besides the lack of security against damage there is the factor of temptation given to pilfering. A consignment of Canadian rubber gloves a short time ago reached London packed in corrugated cardboard packages. Many of these had been slit with a knife and the contents pilfered.

BUNDLES AND BALES

Not many of the lines exported from Canada to the United Kingdom can be shipped in bales. These should be compressed as tightly as possible and then wrapped

with several layers of wrappings, such as paper, pitch paper, canvas or burlap. If secured by hoop iron, wooden boards may be used to keep the bale in shape. Goods liable to be damaged by hooks should not be packed in bundles, since sailors and dockers are apt to use their hooks whenever possible.

No mention need be made of the commodities shipped in gunny or calico sacks since these are mostly raw or food products, where the custom of the trade is old-established.

WATERPROOF WRAPPING

Needless to say all goods shipped to the United Kingdom that are liable to be damaged by moisture must be well protected by a watertight lining of some kind. Reference has been made to the lining of nail bags with pitch paper. Where goods are shipped in containers the waterproof lining can be next to the article. Nothing should be allowed to come next to the contents or containers that is likely to soil their appearance. In all cases or crates it is usually advisable to have either ordinary or waterproof paper wrapping inside the case.

THE QUESTION OF PILFERAGE

The pilfering of goods in transit to the United Kingdom has assumed alarming proportions in the last few years. Whether due to the general demoralization resulting from the war or to increased prices is beside the point, but the fact is that this is a question that calls for drastic action if trade is to continue on a satisfactory basis. The problem is now being tackled by the principal bodies interested, such as the shipping companies, underwriters, transport agencies and chambers of commerce. The steamship companies are dealing rigorously with all offenders caught in the act of thieving on board vessels. The greatest difficulty is to trace responsibility and the place where the pilfering took place. Shipping companies refuse to accept any responsibility unless it can be proved that the theft occurred while the merchandise was under their charge. The methods of thieves are most ingenious and appear to overcome most precautions against theft. Wired packages of canned goods have arrived with the contents removed and American newspapers substituted, the wires having been drawn, the lids removed and contents extracted, then the lids replaced and the wires tightened so as to cover up any indication of pilferage. Such an instance indicates that pilferage can take place on the other side of the Atlantic as well as on the vessel, or after being unloaded in the United Kingdom. Similarly whole sides of bacon and all manner of goods have been stolen and all signs of theft covered up until the packages are opened.

In spite of the ingeniousness of the pilferers, it must be admitted that a great deal depends on the manner in which the goods are packed, and this is a question to which all packers of Canadian goods for export should give their most careful attention. Nothing can be said to be so annoying to importers than to receive packages with whole or part of the contents stolen. The submitting of claims is a long and tiresome process, often resulting in no satisfaction owing to the impossibility of fixing responsibility.

Packages secured in such a manner as to invite theft should never be shipped. This is an additional reason for strong whole cases. The binding of the cases with wire or strong hoop iron is another protection against pilferage which cannot be too strongly urged upon Canadian shippers of goods liable to theft. The wire can be protected against breakage at the corners by boring holes to pass the wire through at these points, or by clamps nailed securely at each corner.

A good precaution is to fix a seal to the centre band of hoop iron, or lead seals on the end bands. Nails should be clinched, to prevent them being drawn. It must be borne in mind that if the nails show inclination to draw, or if the package shows evidence of weak lids or sides, or undue frailty, the shipping company will not give a clean receipt, thus denying any responsibility for settling claims due to loss.

Various other expedients have been suggested as precautions against pilferage. One writer has recently urged the covering of the cases with thin wire netting. Iron clips at the corners or along the edges are a further precaution to prevent the nails being drawn and the boards raised to enable the thief to extract the contents. The articles which usually attract thieves are those they can make use of themselves or easily dispose of. Heavy goods, or articles difficult to extract from the packages, are naturally not so liable to be pilfered. Canned goods, provisions generally, boots and shoes, clothing articles, cigars, wines and small articles in general, are specially subject to the pilferer's attention. Hence in shipping such goods it is often advisable not to indicate the nature of the contents on the outside of the package.

DIMENSIONS AND SPECIAL REQUIREMENTS

It is most important that Canadian exporters of goods to the United Kingdom should carefully follow down to the most minute details, the instructions of the buyers in regard to the manner in which the goods are to be done up or packed. Canadian shippers of certain lines have failed to realize that the custom of the trade in the United Kingdom is often very different and sometimes the opposite to that in Canada. This is a wide subject, and one that can only be dealt with by each shipper carefully studying the market requirements of his particular line, and minutely following the instructions laid down by the buyer when ordering the goods. A few words, however, must be said with regard to the importance of observing the dimensions in common use among the different trades in the United Kingdom. Thus an instance was brought to the attention of the writer where a Canadian firm declined to comply with buyer's instructions regarding quantity to a package. It is sometimes difficult for Canadians to understand, for instance, that a gross may mean less than 144 pieces. It should be remembered that the final purchaser is the deciding factor, and to him the actual quantity is not so important as that the packages and contents should be of the same size, weight and nature as that to which he is accustomed. The most frequent unit of weight in the United Kingdom is the hundredweight of 112 pounds, but it depends on the custom of the trade whether this is net or gross. In cases where gross weight rules, the packages should be of nearly the same weight and size as that customary in the trade. It is hardly necessary to point out to Canadians that in the United Kingdom the "long ton" of 2,240 pounds and the Imperial gallon are in use.

Sometimes orders are received from United Kingdom firms for goods to be shipped to other markets. In all such cases instructions regarding the package and arranging of goods will be given which must be carried out to the letter. Thus German, Belgian, and other shippers have built up a large business largely by devoting great care to comply with overseas requirements as to weights, measurements and containers. A good instance of this kind is the nail trade. Belgian exporters are prepared to pack nails for Australia in 7-pound or 2-pound cartons, packed in 112-pound cases; in kegs of 112 pounds for other markets; in cartons and packages of piculs for China; in canvas bags for the United Kingdom; or in various kilo packages for markets where the metric system rules. In all such trades as this, great care in the study of local requirements and the close following of instructions is absolutely necessary, if repeat orders are desired.

Care in following instructions given with order is specially required in the case of orders received through United Kingdom firms for the shipment of goods to tropical countries. Thus, if glass containers are specified for goods liable to be damaged by moisture, or earthenware jars of a certain dimension, no excuse must be allowed by the shipping department to prevent the packing clerk from complying with these details.

SUMMARY

The above is an outline of the general points brought out by the enquiry into packing methods conducted among the importers of Canadian goods in London and

Bristol. It has been highly satisfactory to note the high standard maintained by Canadian firms in the packing of goods for export. The chief deficiencies in this respect have been largely due to the lack of care and minute attention to detail which has characterized continental shippers. It can only be repeated that Canadian exporters of certain lines must pay more attention to the detailed requirements of certain trades at this end and to the instructions given by importers when ordering the goods. It has been pointed out by more than one importer that the fault does not lie so much with the managers of Canadian firms as with the passive resistance on the part of the packing or manufacturing departments, who cannot frequently be made to realize the importance of details or trade customs different from those usual in the Canadian market. In this way Canadian packing standards, otherwise high, fall down when special care and attention is required which necessitates methods different from the practices common to the particular trade as regards the domestic market. This, however, cannot be considered applicable to all Canadian exporters, for many have achieved a high reputation for all-round packing and attention to detail.

ALTERATIONS IN THE AUSTRALIAN TARIFF

Mr. Mark Sheldon, Australian Commissioner in New York, has forwarded lists of recent changes made in the Australian tariff, among the items affected being the following:—

		Item	British Preferential Tariff	Intermediate Tariff	General Tariff
			s. d.	s. d.	s. d.
291	(G)	Timber, undressed, n.e.i., in sizes of 7″ by 2½″ (or its equivalent) and upwards, and less than 12″ by 6″ (or its equivalent), per 100 super ft..	4 6	4 6	5 6
291	(H)	Timber, undressed, n.e.i., in sizes less than 7″ by 2½″ (or its equivalent), per 100 super ft..	5 0	5 0	6 0
291	(L)	Timber, dressed, n.e.i., per 100 super ft.. ..	6 0	6 0	6 0
291	(M)	Plywood, veneered or otherwise, per 100 sq. feet	6 0	6 0	7 0
303	(D)	Wood—Clothes pegs, per gross....	1 0	1 0	1 6
177	(B)	Traction engines of kind not made in Australia, under by-laws..	Free	5%	10%
181		Electrical Articles and Materials, viz:—			
	(A)	Arc lamps, n.e.i.,; covered cable and wire n.e.i.; electric vacuum tubes; measuring and recording instruments, ad val	Free	5%	15%
	(B)	1. Cable and wire, cotton covered, ad val	25%	30%	40%
		2. Cable telegraph and telephone paper, insulated, lead covered, ad valorem	30%	40%	45%

NEW PREFERENTIAL TARIFF OF THE BARBADOS

By Wm. Gilchrist, Chief, Foreign Tariffs Division, Commercial Intelligence Branch

The Commercial Intelligence Branch of the Department of Trade and Commerce has received a copy of the new tariff of Barbados, to which reference was made on page 55 of the *Weekly Bulletin*, No. 910 (July 11, 1921). The subjoined table gives detailed information on the rates of duty provided for in the new measure.

Under the new Barbados tariff, nearly all Canadian goods not included in the free list are given the benefit of preferential rates of duty 50 per cent less than the rates applicable to similar goods imported from any foreign country. The only dutiable goods not enjoying a 50 per cent preference are flour, tobacco, cigars, cigarettes, snuff, spirituous liquors, bay rum, other unenumerated spirits, cider, perry, wine, beer, and ale, which articles enjoy small preferences.

The new preferential tariff of Barbados arises out of the Canada-West Indies Trade Agreement of June, 1920. This agreement was entered into subject to being

ratified by the Legislature of each colony concerned. Barbados gave the required approval in May last, adopting a new tariff which became operative on July 1. The new tariff contains two schedules of rates: (*a*) the British preferential tariff, applicable to Canada and other parts of the British Empire, (*b*) the general tariff applicable to imports from any foreign country. There is also a list of goods exempt from duty.

The duties are considerably higher in the 1921 Tariff Act than in the former one both as regards ad valorem duties and specific duties. In the case of goods subject to ad valorem duties, the previous rates under the general tariff ranged from 10 per cent to 12½ per cent, many kinds of merchandise being comprised under the heading of unenumerated goods, all of which were subject to 10 per cent ad valorem. The new tariff raises the rate for unenumerated goods to 20 per cent under the general tariff, which rate is also applicable to wearing apparel, boots, etc., ammunition, travelling bags, etc., baskets, brooms, brushes, motor cars, bicycles, carriages, wagons, confectionery, twine, cutlery, electrical apparatus, canned fish, glassware, tools, manufactures of rubber, leather, metal, and paper n.o.p., jewellery, musical instruments, fancy soap, stationery other than paper, furniture, and some other articles. On all these goods Canada has a preferential rate of 10 per cent ad valorem. There are corresponding advantages on goods subject to specific rates of duty.

The actual cost of goods verified by a genuine invoice is to be the basis of valuation for customs purposes in assessing ad valorem duties. In the case of imports from countries not using sterling currency, the monetary system of Barbados, the currency of the invoice will be converted into sterling at the market rate of exchange on the day of the arrival of the importing ship.

The following is the text of the new preferential tariff:—

CUSTOMS TARIFF OF THE BARBADOS—FIRST SCHEDULE

Item No.	Article.	British Preferential Tariff.	General Tariff.
1	Aerated and Mineral Waters per doz. reputed pints	6d per doz.	1s. per doz.
2	Animals and Birds living:		
	Asses	5s. per head	10s. per head
	Calves, sucking	3s. do.	6s. do.
	Cattle	3s. do.	6s. do.
	Dogs	5s. do	10s. do
	Foals	9s. do.	18s. do.
	Goats	1s. do.	2s. do.
	Horses under fourteen hands	9s. do.	18s. do.
	Horses other	30s. do.	60s. do.
	Kids and sucking Lambs	1s. do.	2s. do.
	Mules	15s. do.	30s. do.
	Sheep	1s. do.	2s. do.
	Swine	1s. do.	2s. do.
	Poultry, Game and other kinds	See Second Schedule	
3	Apparel	10 per cent *ad val*	20 per cent *ad val.*
4	Arms, Ammunition and Explosives:		
	Arms		
	(*a*) Swords, bayonets and similar weapons	10 do.	20 do.
	Firearms:		
	(*b*) Fowling pieces	10 do.	20 do.
	(*c*) Other kinds including airguns	10s. each	20s. each
	Ammunition (all kinds)	10 per cent *ad val.*	20 per cent *ad val.*
	Explosives	10 do.	20 do.
5	Asphalt, all kinds including Pitch, Tar and Resin	10 do.	20 do.
6	Bags and Sacks (empty) not including paper bags	8s. 4d. per 100	16s. 8d. per 100
7	Bags (Travelling and Tool) Trunks and Valises	10 per cent *ad val.*	20 per cent *ad val.*
8	Baskets, all kinds	10 do.	20 do.
9	Beer, Ale, Stout and Porter:		
	(*a*) In bottle	7d. per reputed gal.	9d. per reputed gallon.
	(*b*) In wood	5d per gallon.	7d per gallon.
10	Biscuits, Bread and Cakes:		
	(*a*) Unsweetened in barrels	6d per 100 lbs.	1s. per 100 lbs.
	(*b*) Unsweetened in tins	7s. 6d per 100 lbs.	15s. per 100 lbs.
	(*c*) Other kinds	15s do.	30s do.
11	Blacking and Polishes	10 per cent *ad val.*	20 per cent *ad val.*
12	Blue	10 do.	20 do.
13	Books, Printed	See Second Schedule	
14	Boots, Shoes and Slippers	10 per cent *ad val.*	20 per cent *ad val.*
15	Bricks and Tiles	5s per 1,000	10s per $1,000

CUSTOMS TARIFF OF THE BARBADOS—FIRST SCHEDULE

Item No.	Article.	British Preferential Tariff.	General Tariff.
16	Brooms and Brushes	10 per cent *ad val.*	20 per cent *ad val.*
17	Buckets, Pails and Tubs	10 do.	20 do.
18	Bullion and Coin	See Second Schedule	
19	Butter and Butter Substitutes:		
	(*a*) Butter	7s 6d per 100 lbs.	15s per 100 lbs.
	(*b*) Ghee	10 per cent *ad val.*	20 per cent *ad val.*
	(*c*) Butter substitutes including butterine and oleomargarine	2s 1d per 100 lbs.	4s. 2d. per 100 lbs.
20	Candles:		
	(*a*) Tallow	4s 2d do.	8s 4d do.
	(*b*) Other kinds	8s 4d do.	16s 8d do.
21	Carriages, Carts and Wagons:		
	(*a*) Bicycles and tricycles, other than motor	10 per cent *ad val*	20 per cent *ad val.*
	(*b*) Bicycles and tricycles, parts	10 per cent do.	20 per cent do.
	(*c*) Bicycles and tricycles, motor	10 per cent do.	20 per cent do.
	(*d*) Bicycles and tricycles, motor parts	10 per cent do.	20 per cent do.
	(*e*) Motor cars and motor vehicles	10 per cent do.	20 per cent do.
	(*f*) Motor cars and motor parts	10 per cent do.	20 per cent do.
	(g) All other vehicles and parts	10 per cent do.	20 per cent do.
22	Cattle and other animal Foods:—		
	(*a*) Bran and pollard	7d. per 100 lbs.	1s. 2d. per 100 lbs.
	(*b*) Oilmeal and oilcake	6d. do.	1s. do.
	(*c*) Other kinds	6d. do.	1s. do.
23	Cement	1s. 6d. per 400 lbs.	3s. per 400 lbs.
24	Cheese	8s. 4d. per 100 lbs.	16s. 8d. per 100 lbs.
25	Chemicals:		
	(*a*) Calcium Carbide	2s. per 100 lbs.	4s. per 100 lbs.
	(*b*) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*
26	Chinaware, Porcelain, Earthenware and Pottery	10 per cent do.	20 per cent do.
27	Cider and Perry:		
	(*a*) In wood	5d. per gallon	7d. per gallon
	(*b*) In bottles	7d. do.	9d. do.
28	Clocks and parts thereof	10 per cent *ad val.*	20 per cent *ad val.*
29	Coal, Coke and Patent Fuel	3d. per ton	6d. per ton
30	Cocoa:		
	(*a*) Raw	4s. 2d. per 100 lbs.	8s. 4 d. per 100 lbs.
	(*b*) Prepared except sweetmeats	4s. 2d. per 100 lbs.	8s. 4d. per 100 lbs.
31	Coffee:		
	(*a*) Raw	4s. 2d. per 100 lbs.	8s. 4d. per 100 lbs.
	(*b*) Prepared including substitutes and Chicory	8s. 4d. per 100 lbs.	16s. 8d. per 100 lbs.
32	Confectionery, including chocolate creams and sweetmeats of all kinds	10 per cent *ad val.*	20 per cent *ad val.*
33	Cordage and Twine:		
	(*a*) Cordage	3s. per 100 lbs.	6s. per 100 lbs.
	(*b*) Twine	10 per cent *ad val.*	20 per cent *ad val.*
34	Cork Manufactures	10 per cent *ad val.*	20 per cent *ad val.*
35	Cotton:		
	(*a*) Raw	See Second Schedule.	
	(*b*) Manufactures of,		
	(*i*) piece goods	6 per cent *ad val.*	12 per cent *ad val.*
	(*ii*) other kinds	10 per cent *ad val.*	20 per cent *ad val.*
36	Cutlery	10 per cent *ad val.*	20 per cent *ad val.*
37	Electrical apparatus	10 per cent *ad val.*	20 per cent *ad val.*
38	Films, cinematograph	5d. per 100 feet.	10 d. per 100 feet.
39	Fish:		
	(*a*) Canned or preserved in jars or bottles	10 per cent *ad val.*	20 per cent *ad val.*
	(*b*) Fresh including fresh fish in cold storage and turtle	See Second Schedule.	
	(*c*) Pickled trout or salmon	4s. 2d. per brl. of 200 lbs.	8s. 4d. per brl. of 200 lbs.
	(*d*) Pickled other than trout or salmon	1s. 3d. do.	2s. 6d. do.
	(*e*) Other kinds, dried, salted or smoked	1s. 6d. per 112 lbs.	3s. per 112 lbs.
40	Fruits and Nuts:		
	(*a*) Fresh fruit	See Second Schedule.	
	(*b*) Dried including currants, figs, prunes and raisins, other than candied or crystallized fruit and fruit in liquid	10 per cent *ad val.*	20 per cent *ad val.*
	(*c*) Nuts edible other than cocoanuts	10 per cent *ad val.*	20 per cent *ad val.*
	(*d*) Cocoanuts	See Second Schedule.	
41	Glass and Glassware:		
	(*a*) Glass bottles	10 per cent *ad val.*	20 per cent *ad val.*
	(*b*) Lamps, lamp chimneys, and table glassware not of cut glass	10 per cent *ad val.*	20 per cent *ad val.*
	(*c*) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*

CUSTOMS TARIFF OF THE BARBADOS—FIRST SCHEDULE

Item No.	Article.	British Preferential Tariff.	General Tariff.
42	Grain, Flour, Pulse and preparations thereof:		
	Grain:		
	(a) Corn, (maize) Barley, Wheat	6d. per 100 lbs.	1s. per 100 lbs.
	(b) Oats	7d. per 100 lbs.	1s. 2 d. per 100 lbs.
	(c) Rice	1s. do.	2s. do.
	(d) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*
	Flour and Meal:		
	(e) Wheaten or Rye	3s. 9d. per 196 lbs.	4s. 9d. per 196 lbs.
	(f) Maize or Cornmeal	7½d. per 196 lbs.	1s. 3d. per 196 lbs.
	(g) Oatmeal	5 per cent *ad val.*	10 per cent *ad val.*
	(h) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*
	Pulse:		
	(i) Beans and peas whole or split	6d. per 100 lbs.	1s. per 100 lbs.
	(j) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*
	Farinaceous Preparations:		
	(k) Arrowroot	2s. 6d. per 100 lbs.	5s. per 100 lbs.
	(l) Other kinds (including corn flour, macaroni, rolled oats, sago, tapioca, vermicelli and other cereal foods)	5 per cent *ad val.*	10 per cent *ad val.*
43	Grease, all kinds	10 per cent *ad val.*	20 per cent *ad val.*
44	Gums	10 per cent do.	20 per cent do.
45	Haberdashery and Millinery	10 per cent do.	20 per cent do.
46	Hardware:		
	(a) Cash registers, casket hardware, house, office, cabinet or store furniture of iron or other metal, typewriters, etc	10 per cent do.	20 per cent do.
	(b) Other kinds	10 per cent do.	20 per cent do.
47	Hats, and Bonnets	10 per cent do.	20 per cent do.
48	Hay	3d. per 100 lbs.	6d. per 100 lbs.
49	Hemp and hemp manufactures	10 per cent *ad val.*	20 per cent *ad val.*
50	Hides and Skins raw	(See Second Schedule.)	
51	Horns and Bones	(See Second Schedule.)	
52	Implements, and Tools:		
	(a) Agricultural	(See Second Schedule.)	
	(b) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*
53	India Rubber and Gutta Percha manufactures	10 per cent do.	20 per cent do.
54	Instruments Scientific	10 per cent do.	20 per cent do.
55	Jams, Jellies and Preserved Fruits:		
	(a) Jams, Jellies and Marmalade	10 per cent do .	20 per cent do.
	(b) Canned and bottled fruits	10 per cent do.	20 per cent do.
	(c) Other kinds including candied and crystallized fruit and peel	10 per cent do.	20 per cent do.
56	Jewellery	10 per cent do.	20 per cent do.
57	Jute and jute manufactures	10 per cent do.	20 per cent do.
58	Lard and lard substitutes	2s. 1d. per 100 lbs.	4s. 2d. per 100 lbs.
59	Leather and manufactures thereof excluding boots, shoes, saddlery and harness	10 per cent *ad val.*	20 per cent *ad val.*
60	Lime—Temper	10 per cent do.	20 per cent do.
61	Linen and linen manufactures	10 per cent do.	20 per cent do.
62	Machinery, and apparatus of all kinds and all parts for the same, except sewing machines	10 per cent do.	20 per cent do.
	Sewing Machines	(See Second Schedule.)	
63	Manures and Fertilizers:		
	(a) Raw of horses, mules, sheep or cattle	1s. per ton	2s. per ton
	(b) Other kinds including dried blood	8s. 4d. do.	16s. 8d. do.
64	Matches	1d per 1,000	2d per 1,000
65	Meat:		
	(a) Salted or Cured (other than bacon and hams)	2s 1d per 100 lbs.	4s 2d per 100 lbs.
	(d) Canned	4s 2d per 100 lbs.	8s 4d per 100 lbs.
	(c) Bacon and Hams	2s 6d per 100 lbs.	5s per 100 lbs.
	(d) Fresh, including Poultry and Game	See Second Schedule	
	(e) Other kinds including extracts	10 per cent *ad val.*	20 per cent *ad val.*
66	Medicines and Drugs:—		
	(a) Opium and Gange	15s per lb.	30s per lb.
	(b) Other kinds	10 per cent *ad val.*	20 per cent *ad val.*
67	Metals new, and manufactures of, not elsewhere enumerated	10 per cent do.	20 per cent do.
	Metals Old: Brass, copper, iron lead and pewter	10 per cent do.	20 per cent do.
68	Milk	See Second Schedule.	
69	Musical Instruments:—		
	(a) Pianos and Organs	10 per cent *ad val.*	20 per cent *ad va.l*
	(b) Other	10 per cent do.	20 per cent do.

CUSTOMS TARIFF OF THE BARBADOS—FIRST SCHEDULE

Item No.	Article.	British Preferential. Tariff.	General Tariff.
70	Oil:—		
	(a) Edible	10 per cent do.	20 per cent do.
	(b) Fuel	10 per cent do.	20 per cent do.
	(c) Illuminating, including kerosene and other refined petroleum burning oils	2d per gallon	4d per gallon.
	(d) Kerosene used as fuel	2d per gallon	4d per gallon.
	(e) Motor spirit including benzine, benzoline, gasoline, naphtha and petrol spirits generally	3d per gallon.	6d per gallon.
	(f) Oil residue giving off an inflammable vapour at a temperature not less that 150° of Fahrenheit thermometer	2s 6d per ton.	5s per ton.
	(g) All other kinds	10 per cent *ad val.*	20 per cent *ad val.*
71	Oilcloth and Linoleum	10 per cent *ad val.*	20 per cent *ad val.*
72	Painters Colours and Materials:		
	(a) Paints and Colours	2s 6d per 100 lbs.	5s per 100 lbs.
	(b) Polishes and varnishes	1s per gallon	2s per gallon.
	(c) Turpentine and turpentine substitutes	6d do.	1s do.
73	Paper:		
	(a) Cards, playing per pack not exceeding 53 cards	2d per pack	4d per pack.
	(b) Printing, writing and wrapping	See Second	Schedule.
	(c) All other and manufactures of	10 per cent *ad val.*	20 per cent *ad val.*
74	Perfumery	10 per cent do.	20 per cent do.
75	Pickles, Condiments and Sauces	10 per cent do.	20 per cent do.
76	Pictures, engravings, statues and other works of art	See Second	Schedule.
77	Plants, seeds and bulbs	See Second	Schedule.
78	Plate and plated ware	10 per cent *ad val.*	20 per cent *ad val.*
79	Saddlery and harness	10 per cent do.	20 per cent do.
80	Salt:		
	(a) Coarse, rock and fine salt	4s per ton...	8s per ton.
	(b) Table salt	10 per cent *ad val.*	20 per cent *ad val.*
81	Seeds for expressing oil therefrom:		
	(a) Cotton seed	2s 6d per ton.	5s per ton.
	(b) Linseed	1s 3d do.	2s 6d do.
82	Ships, Boats and Launches	10 per cent *ad val.*	20 per cent *ad val.*
83	Silk and silk manufactures	10 per cent do.	20 per cent do.
84	Soap:		
	(a) Common, including laundry, polishing and soft soap	1s 6d per 100 lbs.	3s per 100 lbs.
	(b) Fancy, including medicated and perfumed for toilet purposes	10 per cent *ad val.*	20 per cent *ad avl.*
85	Spices	10 per cent do.	20 per cent do.
86	Spirits:		
	(a) Brandy and Whisky	15s per gallon.	17s 6d per gallon.
	(b) Gin and Rum below or equal to proof by Sykes Hydrometer	10s. per gallon	12s. 6d. per gallon
	For every higher degree of proof in proportion.		
	(c) Cordials and Liqueurs including Bitters	15s. do.	17s. 6d. do.
	Perfumed Spirits:		
	(d) Bay Rum	5s. do.	7s. 6d. do.
	(e) Other, to be used as perfumery only	10 per cent *ad val.*	20 per cent *ad val.*
	Unenumerated Spirits:		
	(f) Potable	10s. per gallon	12s. 6d. per gallon
	(g) Not potable	10s. do.	12s. 6d. do.
87	Starch	2s. 6d. per 100 lbs.	5s. per 100 lbs.
88	Stationery other than paper	10 per cent *ad val.*	20 per cent *ad val.*
89	Stones and Slates	10 per cent do.	20 per cent do.
90	Sugar:		
	(a) Refined	4s. 2d. per 100 lbs.	8s. 4d. per 100 lbs
	(b) Unrefined	2s. do.	4s. do.
	(c) Molasses and Syrup	1d. per gallon.	2d. per gallon.
91	Tallow	1s. per 100 lbs.	2s. per 100 lbs.
92	Tea	3d. per lb.	6d. per lb.
93	Tobacco and Snuff:		
	Unmanufactured:		
	(a) Leaf in outer packages of 50 lbs. and over	9d. per lb.	1s. per lb.
	(b) Leaf in outer packages of less than 50 lbs	1s. 2d. do.	1s. 6d. do.
	Manufactured:		
	(c) Cigars, Cheroots and Cigarettes	5s. 10 d. do.	7s. 3½d. do.
	(d) Snuff	9d. do.	1s. do.
	(e) Other manufactured tobacco in outer packages of 80 lbs. and over	1s. 6d. do.	2s. do.
	(f) Do. : in outer packages of less than 80 lbs	2s. do.	2s. 6d. do.

CUSTOMS TARIFF OF THE BARBADOS—FIRST SCHEDULE

Item No.	Articles.	British Preferential Tariff	General Tariff.
94	Toys and Games	10 per cent *ad val.*	20 per cent *ad val.*
95	Umbrellas and Parasols	10 per cent do.	20 per cent do.
96	Vegetables:		
	(*a*) Canned, dried or preserved	2s. 1d. per 100 lbs.	4s. 2d. per 100 lbs.
	(*b*) Fresh	(See Second Schedule.)	
97	Vinegar	10 per cent *ad val.*	20 per cent *ad val.*
98	Watches and parts thereof	10 per cent do.	20 per cent do.
99	Wines—		
	(*a*) Sparkling	10s. per gallon	12s. 6d. per gallon
	(*b*) Other	2s. 4d. do.	3s. do.
100	Wood and Timber—		
	Unmanufactured:		
	(*a*) Hemlock, birch, beech, white pine	5s. per 1,000 ft.	10s. per 1,000 ft.
	(*b*) Pitch pine	2s. 6d. do.	5s. do.
	(*c*) Hoops coiled or straight	6 per cent *ad val.*	12 per cent *ad val.*
	(*d*) All other kinds except in naves, felloes, spokes and unsquared posts	6s. per 100 cubic ft.	12s. per 100 cubic ft.
	(*e*) Shingles	1s. 6d. per 1,000	3s. per 1,000
	(*f*) Staves and Shooks	6 per cent *ad val.*	12 per cent *ad val.*
	(*g*) Oxbows	3d. per doz.	6d. per doz.
	(*h*) Truss hoops (set of nine)	1s. per set	2s. per set
	(*i*) Headings	10 per cent *ad val.*	20 per cent *ad val.*
	(*j*) Other kinds	10 per cent do.	20 per cent do.
	Manufactured—		
	(*k*) Doors, sashes, and blinds	10 per cent do.	20 per cent do.
	(*l*) House, office, cabinet, or store furniture	10 per cent do.	20 per cent do.
	(*m*) Other kinds	10 per cent do.	20 per cent do.
101	Wool and Woollen manufactures	10 per cent do.	20 per cent do.
	All other articles not in this Schedule particularly enumerated or in the Second Schedule particularly exempted	10 per cent do.	20 per cent do.

NOTE.—Under certain Acts where exemption from duty was provided for, the new tariff abolishes this exemption and substitutes therefor a preferential rate of 10 per cent and a rate of 20 per cent under the general tariff. The Acts referred to are: The O.K. Manufacturing Company, Limited (Exemption from Duty), Act, 1902 (1902-9); The Rum Duty Act, 1906 (1906-6) (Bay Oil—s. 109); The Cremation Act, 1907 (1907-2); The Electric Lighting and Power Order (Confirmation) Act 1907 (1907-7); The Bridgetown Tramways Company, Limited, Act, 1911 (1911-12); The Gas Works Act 1911 (1911-13).

CUSTOMS TARIFF OF BARBADOS—SECOND SCHEDULE

Table of Exemptions from Duty

Animals and birds living not enumerated in the First Schedule.

Blubber, heads and offals of fish.

Books printed, bound or unbound, not being account books; music, newspapers, pamphlets, periodicals, unframed photographs, almanacs, school globes, atlases, charts, maps, plans, trade catalogues and advertising circulars of no commercial value, bank notes, used postage stamps, and used postcards, but not including printed labels, printed forms and Christmas cards.

Bullion and coin.

Cocoanuts.

Cotton, raw.

Eggs.

Fish, fresh, including fresh fish in cold storage and turtle.

Fruit, fresh.

Fuel, firewood and charcoal.

Hides and skins, raw.

Horns and bones.

Horses brought into the island by equestrian companies provided the same are taken away by them on leaving, and race horses, on every occasion after the first importation thereof, provided no drawback had been claimed thereon on exportation.

Ice.

Implements and tools, agricultural, including hoesticks.

Lemon and lime juice.

Meat, fresh, including game and poultry, and fresh meat game and poultry in cold storage.

Milk.

Packages or coverings, outer, in which goods are imported except new trunks, vats, hogsheads and puncheons.

Paper for printing and writing and wrapping paper.

Patterns and samples of no commercial value.

Personal baggage of passengers containing apparel and articles of personal use, and professional apparatus.

Personal effects of individuals belonging to this island dying abroad.

Pictures, engravings, statues and other works of art.

Printing ink and type.

Puzzolana.

Rags.

Sand, earth, peat, soil, gravel, and stones in the rough, not including precious stones.

Sawdust.

Seeds, bulbs, roots, cuttings of plants or shrubs of all kinds for cultivation or propagation.

Sewing machines.

Specimens illustrative of natural history.

Straw.

Tablets and tombstones and all the appurtenances thereto imported specially for immediate erection and not for sale, on certificate of the person for whom imported.

Turtle and tortoise shell.

Vegetables, fresh.

The free list also includes articles for the use of the Governor, naval or military service, places of worship, foreign consuls, gifts for prisoners of war, purchases by the local government for the police or for public institutions and articles for certain other purposes of a public nature.

AMERICAN EFFORTS TO TRADE IN EAST AFRICA

His Majesty's Trade Commissioner in East Africa reports, says the *Board of Trade Journal,* that in his area a large amount of commercial propaganda is being carried on by United States firms. Many East African firms regularly receive free copies of United States trade journals, but some United States firms, notably those engaged in the hardware and motor accessories trades, are writing to East African houses offering the sole agency for their products on the following very liberal terms, provided that a certain amount of business is contracted for—30 per cent approximately on import direct to the agent and 10 per cent on imports in the area other than those on account of the agent. The interest displayed in the East African market by United States firms is worthy of note, but whether the condition imposed can be accepted in that market, where prosperity is dependent on a variable agricultural production, remains to be seen.

TENDERS FOR STEEL RAILS FOR THE ARGENTINE STATE RAILWAYS

Mr. B. S. Webb, Canadian Government Trade Commissioner, Buenos Aires, writes as follows under date June 11, respecting tenders recently submitted for steel rails for the Argentine State Railways:—

Tenders for 240,000 metres of steel rails (37 kilos. per metre) were recently opened by the administration of the states railways. Some twenty-three manufacturers submitted tenders in sterling, dollars, francs, Belgian francs, Argentine gold, and German marks.

The following is a list of the tenders submitted, giving countries of tenderers, together with the cost to the Argentine Government in Argentine gold at the rates of the day ruling between the several countries. From this list it will be seen the Belgian, German and French manufacturers submitted the lowest tenders, while the American and English tenders are very much higher.

Country of Tenderer	Gold Pesos Argentine		Country of Tenderer	Gold Pesos Argentine	
United States	84.52	$o.s.	France	64.25	$o.s.
"	83.98	"	"	62.96	"
"	79.96	"	"	63.33	"
England	75.65	"	Germany	60.00	"
Czecho-Slovakia	74.12	"	"	59.74	"
Belgium	73.33	"	France	59.11	"
England	72.36	"	"	58.66	"
"	67.82	"	Germany	57.95	"
"	65.86	"	France	57.50	"
Holland	65.28	"	Germany	56.81	"
"	64.66	"	Belgium	52.11	"

NEWFOUNDLAND EXPORT TAX ON FISH AND PROPOSED DUMPING DUTIES

The *British Board of Trade Journal* of June 30th publishes certain resolutions submitted to a Committee of the Newfoundland Parliament, which propose various amendments to the Customs duties provided for in the Revenue Act, 1905, as subsequently amended.

The resolutions propose, *inter alia,* to increase the export duty on dried or preserved fish, *exported from Newfoundland in ships not registered in Newfoundland,* from 20 cents to 40 cents per quintal; and to increase the export duty on fish exported from salt bulk, without spreading or airing, from 10 cents to 15 cents per quintal.

Provision is made for the levying of a dumping duty on goods exported to Newfoundland, if the export or selling price of the goods to a purchaser in Newfoundland is less than the fair market value of the same when sold for home consumption in the country whence exported at the date of exportation. This duty, it is stated, shall be equal to the difference between the selling price and the home consumption value, provided that it shall not exceed 25 per cent *ad valorem* in any case.

It was proposed that the resolutions should become operative on May 26 1921, except as regards the special War Surtax on sugar, which was proposed should become operative on May 27, 1921.

GERMAN COMPETITION IN BALTIC REGION

In a recent report by Oreen N. Neilsen, United States vice consul at Stockholm, Sweden, published in the *United States Commerce Reports,* a prominent Swedish business man is quoted as stating that Germany is receiving a large share of the export trade with Baltic countries formerly going to Sweden, for the reason that Swedish exporters require the Baltic buyer to open credit in a Swedish bank before taking any steps to fill an order, while the Germans are willing to sell against a remittance of 25 per cent of the purchase price, the remainder to be paid upon receipt of the goods in a Baltic harbour.

TARIFF INCREASE ON FOODSTUFFS IN FRANCE

Lt. Col. Hercule Barré, Canadian Government Trade Commissioner in Paris, writes the following under date June 30, 1921, regarding the new tariff increase on foodstuffs in France:—

The French Government is to-day publishing a decree, to take immediate effect, increasing the existing tariffs from two to three times on many of the food products which are essential to life.

The tariff rates which are to be doubled are on the following products and their derivatives: cereals, wheat, meslin (a mixture of rye and wheat), oats, barley, rye, Indian corn, buckwheat, malt, cuttle-fish bone, semolina, millet, glue, Genoese cakes and rice in any form.

The existing tariffs will be increased two and a half times on the following: foreign sugar molasses (other than those for distillation purposes coming from the colonies and French possessions), condensed milk and sugared powdered milk. For the following the present tariff will be multiplied three times: artificial honey, syrups, candies, candied fruit, when candied with foreign sugar, and candied cookies, when candied with foreign sugar and honey.

An idea of what the increase means in terms of francs may be had from the rates on wheat. The present tariff is 7 fr. on 100 kilos, so that the new tariff will be 14 fr. on 100 kilos.

All imports which can be proved to have been shipped directly to France before the date at which the decree goes into effect will be exempt from these tariffs. They will be applied to imports from Algeria as well as from foreign countries.

TENDERS INVITED

New Zealand

MANGAHAO POWER DEVELOPMENT

Mr. W. A. Beddoe, Canadian Trade Commissioner at Auckland, writes under date May 30, 1921, that progress is being made with the installation of certain preliminary plant by the Public Works Department of the New Zealand Government to harness up certain water-powers situated in four districts throughout New Zealand. Tenders are invited now for certain piping. Full particulars of the tenders and conditions, specifications, and a set of drawings for the Mangahao power development are open to inspection by Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa (quoting File No. T.C.-2-111).

These tenders must be responded to by November 1, 1921, and should be addressed to the Secretary, Public Works Tender Board, Government Buildings, Wellington, in accordance with the specifications. It might be advisable for firms tendering to send a short cable to the office of the Canadian Trade Commissioner at Auckland, that they have done so, and the Department of Public Works will be immediately notified to expect the tenders from these firms.

CANADA-WEST INDIES TRADE AGREEMENT NOW IN FORCE IN JAMAICA

Major H. A. Chisholm, Canadian Trade Commissioner in Cuba, writes that the Canada-West Indies Trade Agreement went into effect in Jamaica on the 18th of June.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 20, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending July 20; those for the week ending July 13 are also given for the sake of comparison:—

		Parity.	Week ending July 13 1921	Week ending July 20 1921
Britain.. .. ..£	1.00	$4.86	$4.1496	$4.0417
France. .. ..Fr.	1.	.193	.0896	.0874
Italy.. .. ..Lire	1.	.193	.0528	.0506
Holland. .. ..Florin	1.	.402	.3636	.3541
Belgium .. ..Fr.	1.	.193	.0880	.0853
Spain.. .. ..Pes.	1.	.193	.1482	.1458
Portugal. .. ..Esc.	1.	1.08	.1710	.1383
Switzerland .. ..Fr.	1.	.193	.1887	.1861
Germany. .. ..Mk.	1.	.238	.0151	.0146
Greece.. .. ..Dr.	1.	.193	.0621	.0626
Norway. .. ..Kr.	1.	.268	.1556	.1451
Sweden. .. ..Kr.	1.	.268	.2422	.2326
Denmark.. .. ..Kr.	1.	.268	.1836	.1688
Japan. .. ..Yen	1.	.498	.5472	.5519
India.. .. ..R.	1.	2s.	.2736	.2682
United States .. ..$	1.	$1.00	1.1400	1.1293
Argentina .. ..Pes.	1.	.44	.3363	.3190
Brazil.. .. ..Mil.	1.	.3245	.1225	.1199
Roumania.. .. ..Lei	1.	.193	.0165	.0156
Jamaica. .. ..£	1.	4.86	4.1752	4.0742
Shanghai, China .. ..Tael	1.	.631	.8037	.7736
Batavia, Java... ..Guilder	1.	.402	.3648	.3557
Singapore, Straits Settlements.. .. ..$	1.	.49	.4845	.4799
British Guiana.. .. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
Barbados.. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
Trinidad. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
Dominica.. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
Grenada.. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
St. Kitts.. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
St. Lucia.. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
St. Vincent.. .. ..$	1.	1.	.86¼–.88½	.84⅛–.86⅜
Tobago.. .. .. $	1.	1.	.86¼–.88½	.84⅛–.86⅜

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), and Winnipeg; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

Food Products

3304. **Canned goods, hams and bacon.**—A London company are desirous of securing the agency for shipment to France, where they have an office, and also to India, of Canadian packers of canned salmon, canned fruits and vegetables, and hams and bacon.

3305. **Produce.**—The London office of an American merchant house desire to be put in touch with Canadian exporters of all kinds of produce, including grain, bacon, cheese, butter, etc.

3306. **Malting barley.**—A firm in Nottinghamshire inquire for samples of malting barley and prices delivered English port.

3307. **Malting barley.**—A Burton-on-Trent firm are prepared to consider samples and prices of malting barley.

3308. **Malting barley.**—A large brewing concern in England are prepared to consider samples of malting barley.

3309. **Malting barley.**—A Wolverhampton firm are in a position to purchase malting barley from time to time. Samples and prices are asked for.

3310. **Malting barley.**—A Burton-on-Trent firm, consuming very large quantities of the foregoing annually, would like to test samples of Canadian origin.

3311. **Flour.**—A Cape Town firm of flour millers are seeking the agency for a Canadian flour mill. This firm have selling agents in all centres of the Union.

3312. **Dried and preserved fruits.**—Belgian firm wish to get in touch with Canadian firm dealing in dried fruits and fruits preserved in syrup.

Miscellaneous Products

3313. **Asbestos sheets, shingles, etc.**—A Manchester firm are in a position to import asbestos cement flat sheets, corrugated sheets, slates and shingles. Samples should accompany prices.

3314. **Strawboard.**—A Manchester firm are in a position to import large quantities of strawboard.

3315. **Kraft paper.**—A Manchester firm are anxious to hear from exporters of kraft paper.

3316. **Church furniture.**—A Cape Town manufacturers' agent, with a full knowledge of the church furniture trade, is prepared to take up the representation of any Canadian firm in a position to tender on plans submitted. Catalogues and correspondence requested at once, as there is considerable prospective business in sight.

3317. **Three-ply hardwoods.**—A Cape Town manufacturers' agent makes inquiry for the representation of 3-ply and 5-ply woods, suitable for church and school furniture. Samples and prices requested in first correspondence.

3318. **Agencies.**—A Durban firm of general agents, with a branch office in Johannesburg, and sub-agencies in other provinces of the Union, solicit correspondence from Canadian firms seeking representation in South Africa for such lines as foodstuffs, hardware (all kinds), paper (newsprint and other kinds).

3319. **Heavy chemicals.**—The London office of an American merchant house desire to be put in touch with Canadian firms in a position to supply all kinds of heavy chemicals for export to the United Kingdom.

3320. **Otter skins.**—A Japanese concern having several branches throughout the world are anxious to get in touch with Canadian exporters of furs, and ask particularly for otter skins. Prices and full particulars requested as soon as possible.

3321. **Agricultural machinery for Tunis.**—A French firm established in Tunis, already representing a number of American exporters of agricultural machinery, are desirous of getting in touch with Canadian firms, in order to import their similar machines into Tunisie. References.

3322. **River steamers.**—A river steamship company operating up the Orinoco river are considering the purchase of several new flat-bottomed paddle-wheel river steamers.

3323. **Buggies.**—A British merchant in Caracas would like to receive illustrations and prices of light buckboard buggies for use in Venezuela.

3324. **Road machinery, tractors.**—A Venezuelan firm wish to get into communication with Canadian manufacturers of road machinery and of small but powerful tractors suitable for work on squares of irrigated lands.

3325. **Products for Venezuela.**—A Venezuelan importer wishes to receive communications from Canadian manufacturers of office supplies, rubber tires and other rubber goods, bicycles and automobile accessories, phonographs and pianos.

3326. **Trade with the East.**—Canadian commercial agent, contemplating a trip to Japan, China, Philippine islands, French Indo-China, Sarawak, Java, Sumatra, Straits Settlements, Siam, India, and Ceyon, invite correspondence from Canadian manufacturers interested in developing export trade with these countries.

3327. **Canned goods, green fruit, timber.**—Firm of Liverpool import and export agents desire to be put in touch with Canadian exporters of canned goods, green fruit, and timber.

3328. **Pulpstones.**—A firm of quarry owners and stone merchants in the United Kingdom are desirous of being placed in touch with a Canadian firm who will handle their pulpstones, large quantities of which may be shipped from their Derbyshire quarries.

3329. **Light car.**—Belgian manufacturers' agent wishes to secure agency for a light car. References.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Melita,* Canadian Pacific Ocean Services, Ltd., about July 29; *Canada,* White Star-Dominion Line, about July 30; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about August 5; *Vedic,* White Star-Dominion Line, about August 6; *Megantic,* White Star-Dominion Line, about August 13; *Metagama,* Canadian Pacific Ocean Services, Ltd., about August 17; *Victorian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Melita,* Canadian Pacific Ocean Services, Ltd., about August 26; *Canada,* White Star-Dominion Line, about August 27.

To London.—*Hastings County,* Canada Steamship Lines, about July 27; *Venusia,* Cunard Line, about July 29; *Canadian Raider,* Canadian Government Merchant Marine, Ltd., about August 3; *Vitellia,* Anchor-Donaldson Line, about August 5; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about August 8; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., about August 13; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about August 31.

To Glasgow.—*Tunisian,* Canadian Pacific Ocean Services, Ltd., about August 6; *Cassandra,* Anchor-Donaldson Line, about August 6; *Saturnia,* Anchor-Donaldson Line, about August 27; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about August 30.

To Hull.—*Cornish Point,* Furness Line, about August 4.

To Newcastle-on-Tyne.—*Cairnvalona,* Thomson Line, about July 30; *Cairndhu,* Thomson Line, about August 7.

To Avonmouth Dock.—*Lakonia,* Cunard Line, about August 6; *Cornishman,* Dominion Line, about August 6; *Orphia,* Anchor-Donaldson Line, about August 16; *Welshman,* White Star-Dominion Line, about August 20.

To Manchester.—*Manchester Corporation,* Furness, Withy & Co., Ltd., about July 28; *Manchester Hero,* Furness, Withy & Co., Ltd., about August 13; *Manchester Merchant,* Furness, Withy & Co., Ltd., about August 20; *Manchester Division,* Furness Line, about August 27.

To Belfast.—*Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30.

To Dublin.—*Lord Downshire,* Head Line, about July 26; *Melmore Head,* Head Line, about July 30; *Carrigan Head,* Head Line, about August 3.

To Southampton.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27.

To Leith.—*Cairnvalona,* Thomson Line, about July 30; *Scatwell,* Thomson Line, about August 7; *Cairnmona,* Thomson Line, about August 14.

To Londonderry.—*Melmore Head,* Head Line, about July 30.

To Cork.—*Carrigan Head,* Head Line, about August 3.

To Rotterdam.—*Western Plains,* Rogers & Webb Line, about July 30; *Poland,* Canada Line, about August 10.

To Havre.—*Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19.

To Hamburg.—*Western Plains,* Rogers & Webb Line, about July 30; *Poland,* Canada Line, about August 10.

To Antwerp.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27.

To Danzig-Libau.—*Poland,* Canada Line, about August 10.

To Naples and Genoa.—*Caserta,* Navigazione Generale Italiana, about August 24.

To Trieste.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about July 27.

To Havana (Cuba).—*Canadian Adventurer,* Canadian Government Merchant Marine, Ltd., about July 26; *Canadian Miner,* Canadian Government Merchant Marine, Ltd., about July 28.

To Australian and New Zealand Ports.—*Canadian Mariner,* Canadian Government Merchant Marine, Ltd., about August 20.

To Rio Janeiro, Santos (Brazil), Montevideo, and Buenos Aires.—*Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about July 28; *Harmonides,* Houston Line, about August 10.

To St. John's (Nfld.).—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about July 29; *Manoa,* Canada Steamship Line, about August 2.

To India and Far Eastern Ports.—*Hyanthes,* Houston Line, about August 5; *Swazi,* Ellerman-Bucknalls Service, about August 10.

To Barbados, Trinidad, and Demerara.—*Canadian Pathfinder,* Canadian Government Merchant Marine, Ltd., about July 27.

To Nassau, Kingston, and Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about July 26.

From Quebec

To Liverpool.—*Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about July 30; *Canada,* White Star-Dominion Line, about July 30; *Vedic,* White Star-Dominion Line, about August 6; *Megantic,* White Star-Dominion Line, about August 13; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about August 13; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about August 20; *Canada,* White Star-Dominion Line, about August 27.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about July 27.

To Bermuda, British West Indies, and Demerara.—*Chignecto,* Royal Mail Steam Packet Company, about August 5; *Caraquet,* Royal Mail Steam Packet Company, about August 19.

To Liverpool.—*Digby,* Furness Line, about July 29.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black Line, about July 25 and August 23.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* about July 27 and August 10.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Royal Mail Line, about August 6; *Niagara,* Canadian-Australasian Line, about September 10.

To New Zealand and Australia.—*Waikawa,* Canadian-Australasian Royal Mail Line, July 30; *Waikemo,* Canadian-Australasian Line, about the middle of August.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, about September 24.

To Kobe, Karatsu, Shanghai, Hong Kong, Manila and Singapore.—*Grace Dollar,* Robert Dollar Line, about August 21.

To Kobe, Yokohama, Shanghai, Taku Bar.—*Canadian Exporter,* Canadian Government Merchant Marine, Ltd., about July 27.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about August 11.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about August 18; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., about September 15.

To London, Hamburg, Rotterdam, Amsterdam, and Antwerp.—*Kinderdijk,* Royal Mail Steam Packet Company, loading about August 1.

To Kobe, Taku Bar, Shanghai, Hong Kong, and Manila.—*Bessie Dollar,* Robert Dollar Line, about July 28.

To Yokohama, Kobe, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line, about August 5.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius,* Blue Funnel Line, about July 29; *Tyndareus,* Blue Funnel Line, about August 19.

CHERRIES INCLUDED IN UNITED STATES EMERGENCY TARIFF ACT

As cherries are, to some extent, exported from Canada to the United States, this product may be added to the list of articles given in *Weekly Bulletin* No. 904, pages 859-60 (May 30, 1921) as being affected by the United States Emergency Tariff Act, which went into effect on May 28 for a period of six months. The duty on cherries in a raw state, preserved in brine or otherwise, under the Emergency Tariff Act is 3 cents per pound. Under the 1913 tariff, cherries, green or ripe, were dutiable at 10 cents per bushel of 50 pounds, cherries in brine were free, and cherries otherwise preserved were subject to variable rates. This change should be noted also in connection with the table of comparative United States import duties published in the last issue of the *Weekly Bulletin,* pages 84-6.

ENCOURAGEMENT OF NORWEGIAN INDUSTRIES

According to a despatch from His Majesty's Legation at Christiania, say the *Board of Trade Journal,* the Norwegian press reports the formation of a society under the name of "Norsk Arbeide" (Norwegian Work), which has for its object the encouragement of the consumption of Norwegian products in preference to foreign goods when they can be procured at the same price and of equal quality.

The society will endeavour to attain its ends by means of articles in the press, lectures, and debates, and by the publication of brochures. Influence will also be brought to bear upon the state and municipal authorities to induce them to give preference to Norwegian work and Norwegian goods. It is further suggested that it might be advisable to place a common mark of origin upon all Norwegian products.

The invitation to membership is signed by a number of well-known men and women in prominent positions. The movement owes its origin to the feeling that Norwegian industry is in need of special encouragement if it is to survive the severe competition which it now has to face from countries whose currency is much depreciated, and that every effort must be made to cope with the rapidly increasing unemployment.

STANDARDIZED FOOTWEAR IN NEW ZEALAND

(The Chamber of Commerce Journal)

The New Zealand Board of Trade has issued an outline of a scheme of standardized boots. In connection with the scheme it is proposed to issue to all boot manufacturers in New Zealand who are willing to comply with the conditions set out in the regulations a license to place on the New Zealand market boots branded "New Zealand Board of Trade."

The maximum retail price will be marked in plain figures on the sole of the boot, and it will not be a breach of the terms of the regulations to sell at a lower price. The stamped price will provide for the cost of manufacture, plus a reasonable profit to the manufacturer and plus a sufficient sum to cover costs and profits in distribution. Where a retailer or manufacturer employs a warehouse to finance him, the warehouse must be paid for services without increasing the retail price of the boots to the public, the idea being to reduce handling expenses to the lowest possible figure and bring the retailer into direct touch with the manufacturer.

It is proposed to ask the Minister of Labour for the services of the inspectors of footwear, who will see that boots are manufactured to sample and specification and therefore of an approved quality. The board will retain the power to alter the retail price from time to time according to the fluctuations of the market for material and labour.

The specifications provide that best-quality chrome leather for the uppers and first-grade New Zealand sole leather shall be used. The maximum retail prices will range as follows: Children's, 14s. 3d.; girls', from 16s. 3d. to 17s. 9d.; women's, from 20s. to 28s. 6d.; boys', from 17s. 9d. to 18s. 6d.; youths', from 21s. to 22s.; and men's, from 26s. 9d. to 33s.

QUALITY OF GERMAN GOODS ARRIVING IN CHILE

(United States Commerce Reports)

A dealer in Valdivia, Chile, has reported that hardware which he received from Germany recently was both poor and expensive, and German dealers at Osorno and Puerto Montt have complained that German drugs and toilet articles have been expensive and of poor quality. Evidence is shown, however, as to the cheapness of German goods as compared with British and American by quotations taken from cables by the American consul in Concepcion, which showed that the American quotations on steel tubes were 20 per cent more than the British, while the English quotations were 60 per cent higher than the German. German goods are arriving in Dutch, Danish, and British ships and are said to be comparatively satisfactory.

HARVEST PROSPECTS IN JUGO-SLAVIA

The Commercial Secretary to His Majesty's Legation at Belgrade reports that according to statements in the press the 1921 harvest, especially as regards the earlier cereal crops (among which maize is not included), is likely to be very poor, owing to adverse weather conditions. Very heavy rain storms have been experienced, causing great floods in Bosnia, where it is said villages have been destroyed, many head of cattle have been lost, bridges washed away, and railway communications interrupted. Even in those areas not actually flooded great damage has been occasioned to the crops, the heavy rain and hail having beaten down wheat, barley, and the like, which were almost ready for reaping. A very heavy storm in the Department of Timok has beaten down the corn to such an extent that it is said that in many of the communes there will be no harvest.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

VOL. XXV. August 1, 1921. No. 913.

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Effect on Canadian Trade of U.S. Emergency Tariff
Graph showing Canadian Exports to the Far East
Summary of the Trade of Canada for June, 1921
English Crops Suffering from Prolonged Drought
Shipbuilding Depression in the United Kingdom
Canadian Products for the Markets of Colombia
Business Conditions in the Japanese Empire
Trade Inquiries for: Various Lines of Food-Stuffs; Household Electrical Appliances; Hides; Motor Lorries; Hardware; Lumber; Cutlery, etc.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, August 1, 1921 | No. 913

CANADIAN FIRMS SHOULD FURNISH LISTS OF THEIR AGENTS ABROAD

It is important that Canadian firms who are represented abroad should send the addresses of their agencies to the Director, Commercial Intelligence Service, and keep him informed of any changes therein, in order that these may in turn be transmitted to the various offices of the Commercial Intelligence Service. As an illustration of the business opportunities that are seriously delayed or lost through failure to furnish these addresses, the omission of one firm to inform the department of the address of its London agency has recently prejudiced its prospect of obtaining an order owing to the delay which occurred in exchanging correspondence. This delay would have been obviated if the procedure suggested above had been followed.

STATE OF TRADE IN MANCHESTER AND DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, July 13, 1921.—Although the end of June witnessed the settlement of three disputes associated with the coal, cotton and wool industries, there was some doubt regarding the outcome of the fourth dispute regarding engineers' wages. Happily they are now all settled, and in industrial and commercial circles there is a feeling of relief.

As is natural, optimism has asserted itself on every hand, and one is inclined to condone the prophesies of trade booms which are based rather upon desires than upon any visible indications of a revival. To use a figure of speech, the industrial sickness of Great Britain has been acute, and normal health and vigour must be awaited with patience.

DOMESTIC TRADE

Many of the factories that were either on short time, or closed down, hope to obtain quickly sufficient supplies of coal to set their machinery in motion. A certain number of domestic orders are on hand, mainly associated with iron and steel manufacturers, and the makers of machinery, particularly textile, are fairly well filled with orders from the Dominions and foreign countries. Anticipations of a general fall in the prices of many raw materials are a check upon buying. It is evident that no great revival of domestic trade will record itself until something near stability of prices intervenes to arrest the nervousness springing from instability.

GREAT BRITAIN'S FOREIGN TRADE

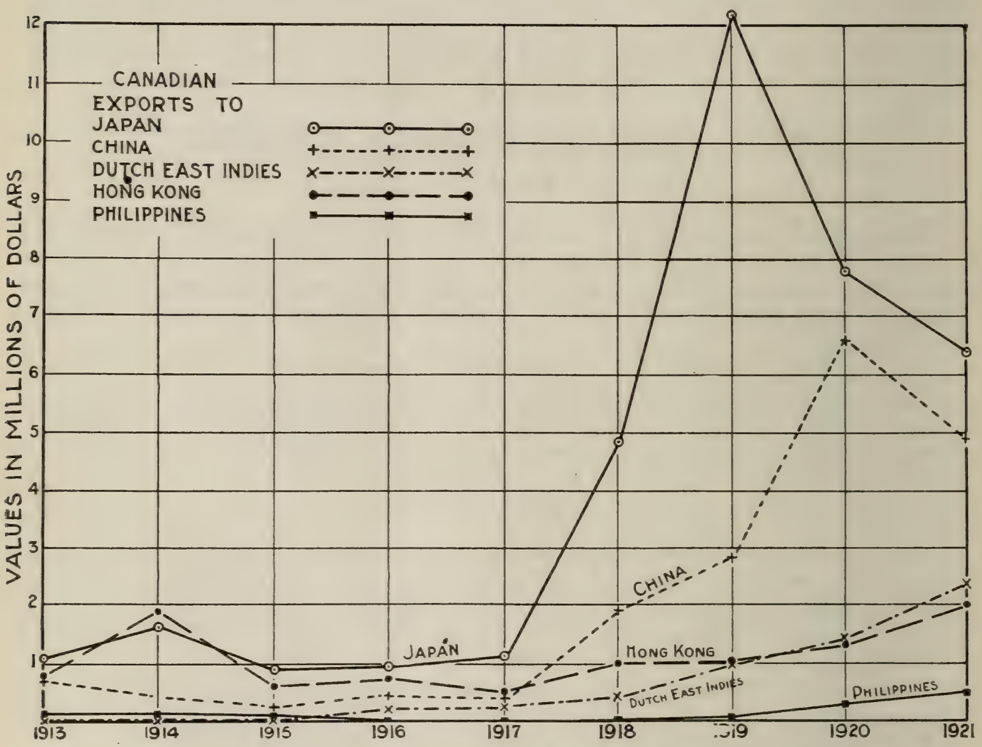
It is well known that the backbone of Great Britain's industrial and commercial life is foreign trade. In business circles it is maintained that the world's stocks of most manufactured commodities are very low, and that in consequence buyers must soon appear with orders. It seems to be overlooked that Great Britain's foreign purchasers are little, if any, more wealthy than they were in prewar days, and that if the prices of British goods are considerably higher than they were in 1914, buyers must in consequence reduce their purchases proportionately. At present there is certainly no eagerness on the part of either colonial or foreign buyers to purchase more than their immediate requirements make imperative. Buyers in all markets move cautiously—an attitude which is dictated by a desired, and expected, fall in prices.

CANADA'S EXPORTS WITH CERTAIN COUNTRIES IN THE MIDDLE AND FAR EAST, 1913-21

By A. B. Muddiman, Junior Trade Commissioner

The graph given below shows the general trend of the Canadian export trade with Japan, China and the Dutch East Indies for the fiscal years 1913 to 1921. Canada's trade with Hong Kong and the Philippines has also been deemed of sufficient importance to justify its inclusion in the diagram.

The principal purchaser of Canadian supplies in the Orient is Japan. The trade returns of the commodities exported to that country for the last fiscal year ending March 31, 1921, shows a wide variety in the classes of goods exported. The principal items include a million dollars' worth of sulphite woodpulp unbleached, and three-quarters of a million dollars bleached; over half a million dollars' value of fine nickel,



and nearly the same amount of zinc spelter; and 7,549 tons of bars and rods from Canadian rolling mills valued at $462,905. Among other exports ranging in value from $100,000 to $400,000 the following are the most important: Douglas fir square timber, dry salted herring, asbestos, ammonium sulphate, rails, lead in pigs, wrapping paper, etc.

So far as China is concerned, the returns for 1920 show Canada's principal shipment to that country was nearly four and a half million dollars' worth of silver bullion. The next items in order on the list, each over $200,000 in value, were gold either in the form of dust, nuggets or bullion; planks and boards; and dry salted herring. For the same year the principal exports to the Dutch East Indies were passenger automobiles and motor trucks, to the value of three-quarters of a million dollars. It will thus be seen that not only do these markets in the Middle East and Far East afford an opportunity for the sale of a variety of Canadian goods, but a very fair percentage of the exports are of manufactured products.

THE UNITED STATES EMERGENCY TARIFF ACT IN OPERATION: CANADIAN EXPORTS TO THE UNITED STATES AFFECTED BY ITS PROVISIONS, JUNE, 1921, AND COMPARISON WITH JUNE, 1920

The United States Emergency Tariff Act was passed by Congress on May 23, signed by the President on May 27, and became effective on May 28. The subjoined table shows, as far as these are given separately in Canadian statistical records: (1) the articles which Canada has been exporting to the United States affected by the Act with the respective rates of duty; and (2) quantities and values of these articles exported in June, 1920, as compared with those in June, 1921—the first full month of the operation of the Emergency Tariff Act.

Tariff Number and Article.	Rate of Duty.	Unit of Quantity.	Exports from Canada to United States: June, 1920. Quantity.	June, 1920. Value.	June, 1921. Quantity.	June, 1921. Value.
				$		$
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional	Per pound. 1 $\frac{16}{100}$ cent					
degree shown by the polariscope, in addition	$\frac{4}{100}$ cent	Lb.	14,035,784	1,675,215	80	8
and fractions of a degree in proportion.						
Molasses testing not above 40 degrees	24 per cent *ad val*					
Molasses testing above 40 degrees and not above 56 degrees	Per gallon. 3½ cents	Gal.	40,190	6,338	14,751	1,762
Molasses testing above 56 degrees	7 cents					
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together —	Per pound.					
If unstemmed	$2·35					
If stemmed	$3·00	Lb.	8,655	11,726	183	36
195 Butter and substitutes therefor	6 cents	Lb.	716,973	381,122	14,767	4,759
196 Cheese and substitutes therefor	23 per cent *ad val*	Lb.	12,680	5,073	6,700	2,705
ex 197 Beans not specially provided for	Per pound. 2 cents	Bush.	2,535	12,192	....	....
208 Onions	Per bush. of 57 lbs. 40 cents	....	....	....	....	....
ex 212 Flax seed	Per bush of 56 lbs. 30 cents	Bush.	24,550	101,003	156,276	281,895
ex 217 Apples	Per bush. 30 cents	Brl.	....	....	52	318
ex 465 Corn or maize	15 cents per bush of 56 lbs	Bush.	1,551	3,437	1,961	1,930
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork	2 cents per pound	Lb.	3,338,500	631,502	1,411,800	183,418
Meats of all kinds, prepared or preserved, not specially provided for	25 per cent *ad val*	Lb.	280,418	53,996	336,909	50,575
547 Milk, fresh	2 cents per gallon	Gal.	155,235	39,305	166,787	36,243
Cream	5 cents per gallon	Gal.	184,031	279,412	202,488	306,218
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings	2 cents per pound	Lb.	2,008,056	283,790	331,596	58,627
ex 581 Potatoes	25 cents per bush of 60 lbs	Bush.	199,444	706,698	26,709	10,021
ex 619 Cattle	30 per cent *ad val*	Head	14,240	576,083	3,059	57,267
Sheep one year old or over	2 dollars per head					
Sheep less than one year old	1 dollar der head	Head	2,996	33,894	1,807	10,232
Cattle and sheep and other stock imported for breeding purposes shall be admitted free of duty.						
ex 644 Wheat	35 cents per bush	Bush.	41,253	99,535	552,233	947,024
Wheat flour and semolina	20 per cent *ad val*	Brl.	40,047	473,421	6,359	42,192
ex 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools —						
Unwashed	15 cents per pound					
Washed	30 cents per pound	Lb.	52,422	23,969	17,096	2,326
Scoured	45 cents per pound					

BOOT AND SHOE MARKET CONDITIONS IN AUSTRALIA

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, writes as follows under date June 9 on the boot and shoe market conditions in Australia:—

From long experience and investigation, it may be stated that there is very little, if any, prospect of Canadian boot and shoe manufacturers finding an outlet for their exportable surplus in Australia.

Until recently, the English line of Bostock and many American lines such as Keith's were marketed to some extent in Australia, but with the advent of improved machinery, and the importation of skilled operatives from the United States, combined with the high customs duties, this trade has dwindled away, except in special high-class ladies' footwear, and fancy shoes, to very small proportions.

In conversation with the New Zealand Trade Commissioner in Melbourne, he stated that during the last few months he estimated that Australia had exported from £300,000 to £400,000 worth of boots and shoes in New Zealand. Further, for the fiscal year ended on June 30, 1920, Australia exported £823,000 worth of boots and shoes, of which New Zealand took £574,000 and South Africa £107,000 worth. In both those territories, Canada has a fair field to exploit.

In regard to imports, the total amounted to £119,000 for the year ended June 30, 1920. There are 432 factories in the Commonwealth, employing 15,499 operatives, and turning out £6,410,000 worth of goods, according to the *Comonwealth Statist,* for the year 1918. The industry is well established, in Australia, and Melbourne and Sydney factories predominate.

According to item 329 of the Commonwealth tariff, the net duty on boots and shoes from the United Kingdom is 44 per cent, and the duty on importations from all other countries is 55 per cent net. Therefore, with importing charges, the prospect of exporting boots and shoes from Canada to Australia is remote.

SUMMARY OF THE TRADE OF CANADA FOR JUNE, 1921

The summary of the trade of Canada for the month of June this year, although not comparing favourably with that of last June (the peak month of 1920), is, when all factors are taken into consideration, by no means so unfavourable as might at first sight appear. It must be borne in mind that the figures employed represent dollars, not quantities; consequently the actual decrease, owing to the diminished values, is not as significant as it would be if quantities had been given. The falling off in Canada's export figures, for example, from a value of $106,537,835 in last June to $58,576,299 this June, does not represent a corresponding decrease in quantities. Furthermore, it should not be overlooked that similar reductions in trade returns are to be found in the case of all the larger manufacturing countries, due to the general stagnation in trade after the first period of excessive buying that followed the armistice. It is worthy of note that the decrease in the export figures for both the United Kingdom and the United States is more marked than in the case of Canada. Again, if the statistics for the present year are compared with those of 1919 instead of 1920, the present decreases can be seen in a better perspective, because 1920 was essentially an abnormal year of excessive purchasing. Moreover, if the returns of the present month are viewed in the light of prewar years, the increase in Canada's exports over the most prosperous prewar days is apparent.

It is perhaps not only a just but a conservative estimate that the present figures, although lower than last year's, form a striking confirmation of Canada's permanent expansion in export trade since the prewar period in 1914. For June of that year the exports were valued at about $28,000,000 as compared with those of the corresponding month of 1921, valued, as above stated, at $58,576,299.

SUMMARY OF THE TRADE OF CANADA: MONTH, THREE MONTHS AND TWELVE MONTHS ENDING JUNE, 1921

(Compiled by External Trade Division, Dominion Bureau of Statistics.)

Main Groups	Month of June, 1921			Three Months ending June, 1921			Twelve Months ending June, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for Consumption	$	$	$	$	$	$	$	$	$
Vegetable Products	11,217,361	1,267,928	6,541,990	49,964,546	9,592,177	22,984,375	234,135,232	39,163,139	111,868,225
Animal Products	2,572,900	199,961	2,048,112	9,545,836	643,921	7,612,664	40,657,622	3,821,411	36,349,063
Fibres and Textile Products	9,070,548	3,249,923	4,353,891	29,641,145	10,056,415	15,059,758	185,695,449	81,083,022	80,500,921
Wood, Wood Products and Paper	3,211,922	279,182	2,731,482	8,995,605	714,486	7,766,142	33,447,209	3,253,060	48,127,784
Iron and its Products	9,862,201	731,050	9,032,958	32,674,903	2,590,499	29,770,153	212,122,473	15,726,533	194,245,065
Non-ferrous Metal Products	2,341,209	178,325	1,989,090	7,566,640	626,672	6,440,215	47,417,215	5,363,617	39,282,445
Non-metallic Mineral Products	12,865,775	425,397	11,300,100	34,387,895	1,900,689	29,485,358	203,190,994	8,506,672	187,050,724
Chemicals and Allied Products	1,685,665	251,152	1,258,623	5,403,898	783,320	3,849,283	31,589,458	4,981,036	22,907,615
All other Commodities	4,815,877	1,648,930	2,791,437	13,076,107	3,448,137	8,480,267	66,056,004	14,675,977	46,061,235
Total Imports, 1921	57,643,638	8,231,848	42,137,883	191,456,672	30,356,516	131,448,617	1,085,311,676	176,576,367	766,393,077
1920	134,692,344	24,119,019	88,074,664	346,303,778	67,755,511	221,232,360	1,210,216,377	177,866,855	860,419,157
1919	75,015,479	5,816,519	61,009,077	200,613,324	16,249,287	161,910,521	869,503,416	76,088,526	696,319,538
	Total Exports.	To United Kingdom.	To United States.	Total Exports.	To United Kingdom.	To United States.	Total Exports.	To United Kingdom.	To United States.
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Vegetable Products	24,905,421	15,761,527	2,079,689	69,295,862	39,107,211	16,455,443	479,668,402	154,057,565	144,888,525
Animal Products	10,892,581	5,564,113	3,832,072	27,884,984	13,456,657	11,303,039	179,087,975	86,899,662	72,269,062
Fibres and Textile Products	264,404	60,832	135,027	1,406,771	307,030	542,037	12,920,274	1,553,019	5,379,180
Wood, Wood Products and Paper	13,279,906	612,676	11,526,219	37,902,965	2,147,142	31,857,695	256,303,953	30,344,901	195,931,521
Iron and its Products	1,786,291	196,942	531,232	7,353,925	952,399	1,535,183	63,060,386	12,771,994	14,474,613
Non-ferrous Metal Products	2,075,372	296,945	1,180,162	5,160,340	966,820	2,856,747	39,828,473	8,508,161	25,080,979
Non-metallic Mineral Products	2,380,283	879,887	853,348	5,449,461	1,347,496	2,458,998	36,014,610	3,607,922	19,309,067
Chemicals and Allied Products	813,003	34,396	498,809	2,723,061	155,636	2,054,304	17,028,058	2,367,476	11,019,811
All other Commodities	2,179,038	82,974	2,008,063	4,232,561	270,546	3,664,475	29,454,721	6,664,910	13,580,508
Total Exports, 1921	58,576,299	23,310,312	22,643,621	161,409,920	58,710,957	72,727,921	1,113,336,822	306,775,630	501,933,266
1920	106,537,835	32,825,577	45,908,676	237,236,799	64,780,198	113,117,622	1,232,632,099	436,361,837	488,959,165
1919	87,348,932	46,952,624	29,383,659	244,096,798	117,580,998	88,186,640	1,201,867,125	544,582,924	439,982,406
Exports (Foreign Produce)									
Totals, 1921	1,116,160	86,157	931,554	3,092,214	230,877	2,671,522	16,809,649	1,264,118	14,162,098
1920	1,957,109	213,284	1,596,568	7,546,963	350,359	6,888,393	43,679,443	4,418,153	36,165,492
1919	4,042,744	613,954	3,297,006	11,034,151	2,739,887	7,824,835	57,701,882	21,772,317	26,662,371

ENGLISH CROPS SUFFERING FROM DROUGHT

Trade Commissioner Harrison Watson

London, July 11, 1921.—The general drought, to which reference was made in *Weekly Bulletin* No. 908, of June 27, 1921, has continued without break, the period of rainless weather which has now prevailed for five months leaving all previous records behind.

According to the Government Agricultural Report, the crops, with the exception of autumn-sown wheat, had suffered considerably by July 1. The position must be worse by now, because there has been no rain and the temperature has been abnormally high. Indeed the position is becoming very serious, because, apart from the damage to cereals, there is a growing scarcity of water for live stock and for similar purposes.

Upon the other hand, the conditions have been very favourable for the *hay harvest.* Hay-making began earlier than usual in all parts of the country, and in the south was almost finished by the 1st of July, while in most of the later districts quite half of the crop had been harvested. The crops are very light, especially of meadow hay, but they have been secured in splendid condition with a minimum of labour.

As regards *wheat,* which promises to be the best crop of the year, autumn-sown has fared well, though in some cases the straw is short. Spring wheat, however, is patchy. It was thought that the yield should be about average. *Barley* and *oats* vary according to date of sowing, but upon the whole are expected to give poor yields throughout the country. *Beans* and *peas* are both fair, but were suffering from the drought.

Potatoes came up well, but have been checked by the dry weather, and, although healthy, have not grown much. Frosts in June did some damage, and yields below the average are generally expected.

Prospects for *roots* are for a light crop; large areas destined for *turnips* have never been sown at all; and while seed generally has germinated badly owing to the lack of moisture, fly has damaged the young plants. *Swedes* are particularly poor.

As regards *fruit* the drought has caused many *apples* and *pears* to drop from the trees. Small fruit generally are distinctly under average, and soft fruits are yielding below anticipation. *Plums* and *pears* are very light, and yields of *cherries* below the average, but *apples* still promise good crops unless further damage is sustained.

While there was a sufficient supply of *grass* in the pastures of most districts during the first half of June, growth in the latter part was slow and pastures became very bare and scorched—a position which has become still more accentuated. In some cases stock was turned into fields which had been intended for hay. The conditions have affected milch cows.

The supply of labour was sufficient for the requirements.

To summarize, the appearance of the crops in England and Wales on the 1st of July indicated probable yields per acre, expressing the average crop by 100, as follows:—

Wheat, 100; barley, 87; oats, 89; beans, 94; peas, 93; potatoes, 90; mangolds, 91; seeds hay, 90; meadow hay, 77; and hops, 96.

It might be added that in the south of England the cutting of winter barley and oats has commenced this week, a fortnight or three weeks earlier than usual.

POSITION IN SCOTLAND MORE SATISFACTORY

While the Ministry of Agriculture report is confined to England and Wales, the special Crop Review published in the London *Times* to-day, covering the same period, also includes Scotland.

As might be anticipated, that country has been spared the severe drought which has troubled farmers further south, and in certain districts the rainfall has been even abundant. For that reason the outlook for the principal crops is much better, and unlike England, where *wheat* is the only cereal likely to give an average yield, prospects for *oats* and *barley* are also quite good, while the condition of the important *potato* crop was very satisfactory. The outlook for *roots* is also good.

DEPRESSED CONDITION OF SHIPBUILDING IN THE UNITED KINGDOM

Trade Commissioner Harrison Watson

London, July 14, 1921.—Recent quarterly reports of Lloyd's Register of Shipping have chronicled a distinct set back in shipbuilding in the United Kingdom, and the position disclosed in the returns for the quarter ended June 30, 1921, is so bad that with the prospective cessation of labour troubles there seems a hope that the bottom has been reached.

While merchant tonnage returned as under construction in the United Kingdom at the end of June amounted to 3,530,047 tons (in itself a reduction of 269,000 tons from the previous quarter), yet, as this estimate includes 735,000 tons on which work had been suspended owing to bad times, and in addition 440,000 tons delayed in completion owing to labour troubles—which besides the coal strike includes the joiners' strike that has now been in progress since last December—there must be a deduction of 1,175.000, or about one-third of the total, in order to arrive at the real position, which should record about 2,355,047 tons.

As compared with the figures for the March quarter, there was a reduction of about 104.000 tons in the tonnage launched during the quarter.

Lloyd's Register again calls attention to the fact stated in the last two quarterly returns, that although the total tonnage returned as under construction is large, the amount completed compared very unfavourably with that of prewar times. In 1913 this comprised over 23 per cent of the total work in hand at the beginning of the quarter, whereas the corresponding figure for 1920 fell below 13 per cent. The retrograde movement has continued, and for the last six months the output has dropped as low as 8½ per cent.

There is also a continued reduction in the tonnage commenced. In the March quarter this amounted to 113,000 tons, and there is now a further decrease of 224,000 tons. The tonnage actually commenced during the June quarter was only 68,928 tons, which represents less than 2 per cent of the tonnage in hand at the beginning of the quarter. Lloyds state that this is perhaps the most significant feature in the returns, as indicating the very unfavourable outlook for the immediate future.

Of the vessels under construction in the United Kingdom, it is noticeable that 27 will possess a gross tonnage of between 12,000 and 15,000 tons, 24 of between 15,000 and 20,000 tons, while there are 5 between 20,000 and 25,000 tons.

As there is still a deficiency of large passenger steamers on most of the lines, it might be anticipated that this somewhat urgent necessity will give an impetus to a revival, if the expectation that labour troubles generally are ceasing is realized.

SHIPBUILDING OUTSIDE OF THE UNITED KINGDOM

According to the report, merchant vessels under construction in the world outside of the United Kingdom have declined to 2,669,421 tons, which is approximately 1,000,000 tons less than the gross United Kingdom figures. As, however, few cases of suspended or delayed work are being encountered, the real position is that active construction is again less in this country than it is abroad.

The fall of about 619,000 tons from the March quarter is again due to the continued decrease of shipbuilding in the United States, where the tonnage under construction is only 17 per cent of the total building there in March, 1919.

At the present time the gross tonnage of vessels being built in the United States is 717,624 tons, and other leading builders, in rotation, are: Holland, 391,389 tons; France, 390,453 tons; Italy, 310,333 tons; and Japan, 229,262 tons. It is interesting to note that Canada's contribution was 25 steamers aggregating 86,673 tons.

CANADIAN PRODUCTS FOR THE COLOMBIAN MARKET

MAJOR H. A. CHISHOLM, M.C., CANADIAN TRADE COMMISSIONER

Colombians are meat eaters.—According to figures supplied by the Dominion Bureau of Statistics, the total value in 1920[1] of Canadian exports to Colombia amounted to $101,578 as compared with $44,540 in 1919. These figures are quite small as compared with the $409,000 worth of Canadian products to Venezuela in 1920, and the $404,000 to Panama, both neighbouring republics of Colombia, and whose combined population is less than half that of Colombia. This is quite easy to understand when it is realized that, as far as foodstuffs are concerned, Colombia is nearly self-sustaining, and that Colombians are not fish eaters, as are so many Latin-Americans. In fact, only some 15 per cent of Canada's exports to Colombia in 1920 consisted of foodstuffs, whereas Canadian exports to other Latin-American countries consisted to a much greater degree of foodstuffs. There are some foodstuffs, however, imported into Colombia of which Canada might supply a much greater share.

Wheat and flour.—Up to four or five years ago, the Colombian flour milling industry imported some two or three hundred thousand bushels of wheat annually from the United States. Some of this may have been of Canadian origin, but the returns show no trace of it. As the price of United States wheat went up as the war progressed, the growing of wheat became a more profitable business on the uplands of interior Colombia. The Colombian Government placed a surtax of eight cents per kilo on imported wheat with the result that high-priced American wheat could not compete with Colombian wheat even on the Caribbean coast. Now that the price of northern wheat has dropped, Colombian millers on the coast are asking for Canadian hard wheat to mix with the softer and poorer variety grown in Colombia. They are finding that unless this is done, they will not be able to keep the better-class flour trade which is now buying American and Canadian flour. It is quite likely that the export wheat trade to Colombia will come back to its own again, because at the present low prices of northern wheat, it is probably cheaper to place northern wheat at Barranquilla than it is to bring Bogota wheat 1,000 miles down the Magdalena to the flour mills at Barranquilla and Cartagena. Exporters of Canadian wheat should therefore take steps to secure this trade which was worth nearly $500,000 to United States exporters in 1915. This may be best accomplished for the present by sending samples and prices of hard and soft wheat through New York grain shippers, in order to avoid the delay of parcel post via England, and to take advantage of the facilities offered in New York for shipment to Colombia.

It is improbable that the high customs tariffs on imported flour will be reduced to an extent that will enable imported flour to altogether displace the locally-milled brands. During the last few years importations of American and Canadian flour varied between ten and twenty thousand barrels yearly. Most of this flour is required in the ordinary 196-pound bag, for bakers' use. As is customary throughout this part of the world, flour importers often arrange with northern millers to mill a blend for them, and to put this up in bags marked with the importer's own special brand. Through persistent and judicious advertising, however, the American brand known as "Gold Medal" has obtained a very strong hold on the Colombian market. It is practically the only imported flour retailed in the small 25-pound bags in Colombian shops. It is popular with bakers on account of its weight, colour, fineness and adaptability for yielding the fine white ¼-pound loaf. Imported flour, at all events, must be heavy and dead white in colour, because the popular bread in Colombia must be of a very fine white texture.

Potatoes.—Up to four or five years ago, the coastal regions of Barranquilla and Cartagena imported annually some 2,000 tons of potatoes from New England, which arrived via United Fruit Company during the first two or three months of the year. This coastal region cannot produce our northern fruits and vegetables, and it has generally been found cheaper to import potatoes from the United States than to

[1] Unless otherwise specified, where Canadian statistics are referred to, 1920 means the fiscal year ending March 31, 1920.

bring them down the Magdalena from the uplands of Colombia. During the last two or three years of the war and up to the end of 1920, however, prices of American potatoes were so high and shipping was so scarce and expensive that people ceased eating potatoes, contenting themselves with yams and plantains or the poor small tubers grown in their own country. Only vessels of the banana-carrying variety with refrigerated space can successfully carry potatoes so far into the tropics, and now in the days of scanty cargoes such vessels outgoing from New York or Boston would be very glad to accept potatoes as cargo. This potato market is very small, however, being worth only twenty or thirty thousand dollars annually. But now that the American market for Canadian potatoes has been nearly shut off by the Emergency Tariff, every ton that can be placed in a new market helps the Canadian producer. Provision men in Cartagena and Barranquilla said that they thought northern potatoes could sell in their markets for five cents a pound. At present low prices of Canadian potatoes, it should therefore be worth while for the New Brunswick growers to test out this market. They should send none but the best, and should use only one brand or name that would serve to set up a standard.

Biscuits and confectionery.—Canadian soda crackers in tins should be able to compete in this market with the American variety. The Colombian is very fond of soda crackers made by the National Biscuit Company, and the soda cracker sandwich is a feature of the Colombian café. In other lines of biscuits, the English makes such as "Huntley and Palmer's" are the most popular. They are well established in this market, and their keeping qualities are said to be superior to American. Except for chocolate bars put up in the Swiss style, and English hard candies in tin boxes, importations of confectionery are very limited. The hot climate is very trying on confectionery, and the utmost care must be taken in their manufacture and wrapping.

Barley Malt.—There are two breweries on the coast which import barley malt for beer making. Their consumption of barley malt is some three or four hundred tons annually, which has been coming from the United States. Canadian grain exporters might write direct to these breweries quoting prices and giving the metric weights per bushel of their barley. [The names of these breweries may be obtained by Canadian grain exporters on application to the Director, Commercial Intelligence Service (quote file No. 26811).]

Dairy Products.—Colombia produces such large numbers of cattle even on the low-lying coastal regions, that the quantities of dairy products imported are very small. Condensed milk and tinned butter are finding growing markets, however, in the developing oil fields and mining camps. In 1915—the latest year for which the country's total importations have been compiled in detail—$11,000 worth of condensed milk and $30,000 worth of butter and margarine were imported. Condensed and evaporated milk should come in the smaller sized tins, and bear attractive labels printed in English. "Borden's" and "Libby's" are the brands at present commanding the best market, the writer was informed. Customers know the labels and usually ask for them.

Danish butter in ½-pound tins is sold to a limited extent, but it is very expensive in Colombia and has not more than a few thousand possible consumers. Bogota fresh butter retails at 60 cents per pound, even in Cartagena and Barranquilla, as compared with $1 per pound for Danish butter. Some margarine is sold in one- and five-pound tins to the more pretentious of the poorer classes.

A few thousand dollars' worth of Dutch cheeses and a little American cheese in tins are imported annually into Colombia. But the local product is produced so cheaply by the peasants and is of such really good quality, that imported cheeses are consumed only as luxuries by a few people.

Fish Foods.—Colombia is not to any extent an importer of fish either dried or canned. In 1915, according to official returns, "preserved meat and fish" was imported to the value of $46,000, and "dried fish and meats" to the value of $4,400. Most of the "preserved meat and fish" were Spanish and Norwegian sardines in ¼- and ½-pound tins. American sardines have been tried in this market, but without

success. Some canned salmon has been coming in recently, but a shipment of 600 cases has already created an oversupply. A cheap "chum" or "pink" salmon sells better than the more expensive "red." A little dried cod is required for the Lenten season. This must arrive about February, in time for the commencement of this season. Not more than a few thousand dollars' worth of dried cod are imported annually.

Lard and Meats.—Colombians use considerable quantities of lard for cooking purposes. Some three million pounds of lard in tins are imported annually from the United States. A very little "corned beef" and a few hams are imported. These are purely articles of luxury, for which the demand in Colombia is very limited. When fresh or locally dried meats of good quality are retailed for 10 to 20 cents a pound as they are in Colombia, it is not likely that any quantity of imported meats in any form will be consumed.

Canned Fruits and Vegetables.—Colombia imports annually from $20,000 to $30,000 worth of canned fruits and vegetables. Tropical fruits and vegetables of all kinds are produced in abundance in the country, and there is a very limited demand for the expensive canned imported article. Canned peaches and pears of a well-known Californian brand are consumed to some extent in the coastal regions, while French peas are used frequently in the well-to-do households. Bright, attractive labels printed in English are necessary to sell canned fruits in this market. Not even considerable reductions in price will enable badly labelled canned fruits to be cleared off a merchant's shelves.

Liquors and Beverages.—The total value of Colombia's importations of beverages has been between $300,000 and $500,000 annually. Most of this is represented by European wines and brandies. Scotch whisky is growing in favour, however, and many Colombians who had always asked for brandy are now drinking Scotch whisky. Canada sold Colombia some 1,500 gallons of rye whisky in 1920, but the demand for rye is comparatively limited.

In 1915, Colombia imported beer to the value of $41,000 from the United States and Great Britain. Very little beer is now imported into Colombia, as the local product is cheap and of good quality. More German and Dutch beers are now imported than English, English ales being too expensive. The fact that American beers have been sold in Colombia would suggest that there is a market for Canadian beer. Considerable advertising work would be necessary, however, for the introduction of a Canadian beer. In the cafés of the coast towns the placards advertising a famous American brand are still on the walls. By using similar methods, a good Canadian beer should be able to sell a few thousand cases annually, providing its capping were secure enough to withstand the very trying hot weather. Apart from one well-known English brand, no European brands are being extensively advertised in Colombia, and the present time would appear opportune for introducing a good Canadian five per cent beer.

Good cheap mineral waters are bottled in Colombia, and there is practically no market for imported waters, apart from a Spanish medicinal water.

Agricultural Machinery.—Colombia's agriculture is still in a primitive stage, and very little agricultural machinery is imported. Nearly all the land cultivation is centred in the upland interior districts surrounding Bogota and Medellin, where the employment of modern agricultural machinery is limited to such articles as hand cultivators, feed choppers, fanning mills, small cane mills, and pumps. Lack of transportation facilities make it impracticable to import heavy agricultural machinery, and native péon labour is so cheap that modern labour-saving machinery is not necessary. The total value of agricultural machinery imported in 1915 was $110,000. Ploughs are made by blacksmiths in the country, and only $4,000 worth were imported in 1915. American hand cultivators are used extensively in Colombia by coffee planters, and American machines are now growing in favour for chopping cattle feed and for fanning out grain. A few American and English windmills are also sold.

Agricultural Hand Tools.—A considerable market exists in Colombia for agricultural hand tools. The machete reigns supreme as the favourite tool of the Colombian labourer. He uses it for everything—from cutting down grain and trees to

spreading butter on his bread. Between $50,000 and $100,000 worth of this one tool are imported annually into Colombia. Three brands of machete are popular in Colombia—one English (Martindale), one American (Collins), and one German. Each district in Colombia buys only one brand. In some districts only Martindales are bought, in others only the Collins brand. While the writer was interviewing a Colombian merchant, a péon entered his store and asked for "a trumpet," and the merchant gave him a machete of the "trumpet" trade mark. The merchant explained that as very few Colombian péons can read or write, when they wish to purchase an article of a certain well-known brand they ask for the trade mark on it—not the maker's name. These simple people may be seen daily in any store in the country asking for such articles as a "trumpet,' "kettle," "alligator," "the arm with a dagger," "a steer's head," and the merchant knows, of course, that his customer must have the machete, or axe, or hoe carrying the trade mark demanded, and that, moreover, he will have no other brand. *This is a supremely important point* in dealing with countries like Colombia, where the mass of the inhabitants are quite illiterate. The maker's name means nothing to such people, while a well-defined trade mark giving a simple picture easily visualized is essential to success in establishing a market for any common commodity.

Each agricultural district in Colombia seems to have its own individual ideas as to the particular type of tool to be bought. One district will buy only axes which have an oblong aperture for the handle, while the district in an adjoining valley won't touch this type, but must have an axe with a rectangular aperture. A wide, heavy hoe is required in one district, while in another community a light, narrow-bladed type will be in use. The same ideas prevail in regard to nearly all tools used by the péons. Other agricultural tools bought by Colombians are hand forks, hand rakes, shovels (heart-shaped), hammers, saws, and mule shears. Perhaps the best method a Canadian tool manufacturer could adopt of entering this market would be to send complete, illustrated catalogues with prices* to an experienced importer, who would be able to inform him which of his particular sizes and shapes of tools would probably sell in Colombia and what prices he would have to quote to compete with brands already in the market.

Industrial and Other Machinery.—Colombia's importations of industrial machinery in 1915 amounted in value to $900,000. About half of this is probably represented by textile machinery. Cartagena, Madellin, and Bogota all have cotton mills using the cotton grown along the Magdalena. In Barranquilla, one large mill equipped with British machinery has been turning out 15,000 to 20,000 yards of cheap cotton goods daily. Prior to the war, nearly all the Colombian cotton mills were equipped with English machinery. A good deal of American machinery was bought during the war, but this trade is now going back to Great Britain. British dredging and power machinery are employed for gold mining, and recently American hydraulic elevators have been imported for work near Medellin. Entire shiploads of oil machinery and supplies are now imported into Colombia by the American and Canadian companies operating there. One of the most active of these is the Tropical Oil Company, having its head office in Toronto. The other industries using a limited amount of machinery are flour-milling, match factories, nail factories, foundries, shoe factories, and small paper factories.

Metal Products.—One of Colombia's largest single items of import is that of *iron rods and bars* for reinforcing foundry and blacksmith work. The writer saw in Barranquilla a consignment of round iron rods from Canada which were satisfactory both as to quality and price. Several hundred thousand dollars' worth of this product are imported annually from the United States. Galvanized tubes and piping are considerably in demand, and when the writer was in Colombia the stocks were not large. Nearly 6,000 tons of *iron and steel pipes and fittings*, valued at $450,000, were imported from the United States in 1920. Some 2,200 tons of *wire nails* and over 15,000 tons of *barbed wire* were imported in 1920. The Colombian Government are now extending their telegraph and telephone systems, and a good

* Catalogues mailed to Colombia should be registered to ensure delivery.

deal of wire will be required during the next few years. Mosquito netting of galvanized or copper mesh wire is sold extensively, and a light, cheap, 1-inch mesh chicken netting. Wire nails in 2- and 3-inch sizes are still in demand, but although Colombia is a large importer of barbed wire for fencing purposes, the present supplies will probably last for from one to two years. The country also has an oversupply of galvanized sheeting, over 7,000 tons being imported in 1920 from the United States.

The *enamelled wire trade* now appears to be definitely in German hands. Both Japanese and Italian ware are selling below American. While the German ware is inferior in quality to American and Italian, their prices are 50 per cent below American and 25 per cent below Italian. German aluminium ware of excellent quality, however, is now being brought into Colombia at prices much below American. Indications both in Venezuela and Colombia point to the almost complete capture of the enamelled and aluminium ware trade of those countries by Germany.

Other Hardware Lines.—Filters: Two- to ten-gallon household water filters are used everywhere in Colombia. Most of the filters now coming into the country are made in Germany of white and brown glazed earthenware. Enamelled ware filters are not so popular.

Brushes.—A special brush with 1-inch palmetto bristles and of maximum dimensions of 6 inches by 2½ inches is used by nearly every household for cleaning filters. An irate importer in Barranquilla showed the writer a consignment of filter brushes sent him by a Canadian manufacturer which were unsaleable, because they differed in size from the specifications supplied by this dealer. Canadian exporters must learn that export orders must be filled *exactly according to specifications.* A rice and palmetto brush of the "Dandy" brand is used extensively for washing cattle (Colombian cattle are infected by ticks). Horse brushes of the same types as used in Canada are sold in Colombia. The writer is of the opinion that by the use of a clearly outlined trade mark such as a horse's head, a monkey, or parrot (all well-known objects in Colombia) on a complete line of reasonably priced brushes, a Canadian manufacturer could establish in Colombia a trade worth many thousands of dollars annually.

Ice cream freezers of the American type are sold chiefly in 2-quart and 1-gallon sizes.

Electrical Products.—All the larger towns of Colombia are now equipped with electric lighting plants, but the current is too expensive to be used for any other purpose except house and street lighting. Very few electrical heating or cooking appliances are used.

Cement and Building Plaster.—It is only within very recent years that Colombia has indulged in modern building activity. Even in the most important cities the most of the buildings are mud-walled and thatched-roofed dwellings. Even fairly well-to-do families have been living under thatched roofs. War prosperity has given Colombia more pretentious ideas, and modern residences and concrete buildings are the order of the day. Over 160,000 barrels of cement were imported from the United States in 1920, very little of which was brought over into 1921. Most of this consisted of the "Atlas" and "Lehigh" brands in barrels.

Buildings of recent construction in the Colombian towns are similar to those in any Cuban city, and gypsum building plaster has become popular for both outside and inside finishing. The demand is rather narrow, but Canadian plaster exporters should be able to get any business offering.

Paints.—The Colombian market wants a good but cheap mixed paint. Hardware men told the writer that the red paints they have been getting in recent years have been of poor quality. The colour has been separating from the oil, leaving the latter floating on top of the colour. A guaranteed red paint would have immediate sales of some volume. A good deal of this is used for painting galvanized roofing, and must not crack. More paint is sold in 1-pound tins than in any other size.

Vehicles.—In 1920, Canada sold Colombia $28,000 worth of railway cars and parts. Nearly all the railways of Colombia are owned and operated by English companies.

They are mostly equipped with English rolling stock. Very little new equipment is purchased, but a good deal of repairs parts are bought annually. These companies would willingly buy in Canada all the parts they are unable to get in Great Britain. Mr. T. N. Riley, general manager of the Barranquilla Railway and Pier Company, Limited, would gladly give Canadian manufacturers any information required.

Motor cars are used only in the four or five leading Colombian towns. There are no roads in the country outside these centres. Fords, Buicks, and Studebakers seem to be more in evidence than any other models. Horse carriages are manufactured within the country. Canada exported $805 worth of bicycles and parts to Colombia in 1920. These are also limited in use to a few cities.

Leather Goods.—Colombia imports more tanned leathers than she does boots and shoes. There are several boot and shoe factories which manufacture low-priced shoes of excellent quality. A few job lots of fancy men's and women's shoes are bought annually in New York, but there is no legitimate importing business in this line. Although Colombia produces so many hides, she has not been able to tan the best quality of leathers, so that she has to import some $200,000 worth of leathers annually from the United States.

Papers.—In 1915, Colombia imported paper of all kinds to the value of over $500 000. Of this total, some $80,000 was in newsprint. The country boasts a few very small daily papers consisting of one or two sheets. The greater part of her paper imports are represented by wrapping and writing papers. Cheap brown wrapping papers are now coming from Germany and Scandinavia, writing paper from Spain, and newsprint and bookkeeping papers from Canada and the United States. Some wall paper is used in Bogota and Medellin, as 30,000 rolls valued at $3,600 were imported from Canada in 1920. Wall paper is used in the high and cool interior districts of Colombia, but none at the coast. Some 756 tons of Canadian newsprint were exported to Colombia last year.

There is practically no market in Colombia for lumber. Only a few hundred thousand feet of Southern pine are imported annually.

Furniture.—A Canadian office specialty firm, with representatives at Barranquilla, recently secured an order worth many thousand dollars for office furniture for a Colombian bank. Colombia's best business houses are normally very conservative, but now that a few firms have installed modern office equipment, the rest of them seem to be falling into line for the purchase of flat-top desks and steel filing cabinets.

House furniture such as bedroom and dining room sets are made in the country. Cheap chairs, mirrors and white enamelled beds are imported. Light folding canvas cots are used extensively.

Rubber Goods.—Colombia's total importations in 1915 amounted in value to only $42,000. The few motor cars in the country are used little, and not much money is spent on tires. Rubber soles and heels are widely used, and composition rubber belting is used to connect up line shaftings in the factories. Rubber footwear and waterproofed clothing have very limited sales.

Musical Instruments.—The class of people able to buy musical instruments in Colombia is very limited. There are pianos in all the fine homes, piano-players in several cafés, and some cheap gramophones in the more modest homes. The Colombians, particularly those living in Bogota, boast a very fine culture. In fact, they acclaim Bogota as the Athens of the New World. There is considerable voice culture among the well-to-do classes, and nearly every music lover in Bogota is a composer. Most of the pianos in the country are German, the player-pianos are American, while most of cheap gramophones now coming into the country are German.

Chemicals and Drugs.—Over a million dollars' worth of this class of goods is imported annually into Colombia. Patent medicines for intestinal disorders and cod

liver oil head the list. Any new patent medicine entering the market would require persistent propaganda by means of newspaper advertising and house-to-house canvassing. Large quantities of quinine and aspirin are sold, also salvarsan.

From fifty to one hundred thousand dollars' worth of cyanides is required annually for ore reduction. About $30,000 worth of calcium carbide has been imported annually. It is used largely on plantations, and in oil and mining camps. The increasing oil development in Colombia is creating a growing demand for carbide. Deodorants and disinfectants must be used daily in this country, and a good deal of creosote is imported for these purposes. Caustic soda is also imported to a considerable extent. To introduce a new insecticide successfully, it would be necessary to leave a sample in most of the houses in the towns with instructions printed in Spanish. If the powder proves really effective and cheap, a good trade might be built up in this way.

Textiles.—From thirty to forty per cent of Colombia's total importations are in textiles, with the trade nearly equally divided between the United Kingdom and the United States. Present indications, however, point to an increase of the British textile trade in Colombia, at the expense of American. The chief reasons for this are that Colombian importers consider that they have received better treatment at the hands of British exporters, that English textiles are more popular, and that their quality is superior to American. It must be remembered that there are several cotton factories in Colombia turning out considerable quantities of cheap textiles. Most of the American textile business has been done in cotton goods—bleached, unbleached, printed and dyed in the yarn. The only textile item appearing in Canada's 1920 exports to Colombia was 1,800 yards of cotton duck. Most of the fancy goods as ribbons, haberdashery, etc., are bought in cheap job lots in New York.

MISCELLANEOUS LINES AND SPECIALTIES

Sewing Machines.—Several thousand sewing machines are sold annually in Colombia. The Singer Company has local branches in the country, where women are taught to operate the machines. A small, cheap, hand operated machine mounted on a table and easily transported is sold extensively for use in even the humblest homes.

Typewriters.—American typewriters are now used in all Colombian offices. They are specially adapted for use in Spanish speaking countries by the addition of the accents used in writing Spanish.

Small Domestic Grinders.—Small hand food-mincers are used in nearly every Colombian home. They are constructed of cheap non-rust white metal and clamped to tables. Any cheap grinder of this sort will sell in Colombia.

Glass Bottles.—Comparatively little window glass is used in Colombia, but large quantities of glass bottles are imported for the use of breweries and aerated water plants. At present bottles are imported from the United States and Belgium. Carbonic acid gas is imported in drums from Germany.

Names and addresses of the leading Colombian importers may be obtained on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. But, before making definite arrangements with any Colombian firm, Canadian exporters should get an O.K. from a banker on the spot. The Manager of the Royal Bank of Canada at Barranquilla has expressed his willingness to co-operate in every way possible with Canadian exporters who wish to extend their business in Colombia.

REVIEW OF AUSTRALIAN TRADE IN 1919-20

Trade Commissioner D. H. Ross

IV

IMPORTS OF MACHINERY, METAL MANUFACTURES, HARDWARE, ETC., FROM CANADA

The following miscellaneous schedule, covering lines of metal and other manufactures imported into Australia in 1918-19 and 1919-20 is submitted for general information.

Obviously, heavy hardware is subject to sharp fluctuations in the country of production, and when the domestic trade is active there is less disposition to engage in the export business. Under normal conditions, Australian manufacturers requiring to import raw materials frequently enter into contracts for their supplies six months in advance, and this is accountable for expansion or contraction of values in a given period from any exporting country. Iron and steel products are invariably sold, by the Australian agents of manufacturers, on a c.i.f. and e. basis (i.e., ex ship's slings at port of destination, including bank exchange). To obtain orders on this basis it is essential for shippers to have at their disposal competitive freight, insurance and exchange rates in order to meet competition from other sources of supply.

From inquiries made, it appears that Canada has not been credited as the country of origin with the entire values of heavy hardware lines from the Dominion, landed in Australia in 1919-20. In some cases the returns show encouraging increases, and in others a corresponding decrease. The schedule illustrates the variety in the output of Canadian industries engaged in the manufacture of machinery, electrical and metal work.

A comparative statement of the importations from Canada for the two fiscal years, showing increases and decreases, is appended thus:—

Imports from Canada	1918-19 Value	1919-20 Value	+Increase −Decrease
Elevators (pneumatic)	£ 1,541	£ 1,232	— £309
Printing machines (linotype)	1,211	206	— 1,005
Sewing machines	11	45	+ 34
Typewriters	348	13	— 335
Machines and machinery, n.e.i.	3,430	11,370	+ 7,940
Weighing machines, etc., n.e.i.	42	....	— 42
Machine tools	1,260	353	— 907
Screws	7,040	983	— 6,057
Tools of trade	7,800	6,230	— 1,570
Motive power machinery, n.e.i.	5,930	8,460	+ 2,530
Electrical machinery, fans, etc.	2,404	4,077	+ 1,673
Electrical articles and materials	49,379	14,597	— 34,782
Electric and gas appliances	1,561	1,015	— 546
Metal manufactures, n.e.i.	15,842	12,064	— 3,778
Bolts and nuts	5,839	6,211	+ 372
Wire nails, brads, etc.	12,542	6,505	— 6,037
Axles and springs	3,153	3,813	+ 660
Brass and metal work	983	923	— 60
Chain metal	2,175	569	— 1,606
Lamp and lampware	8,592	9,307	+ 715
Cutlery	14,681	29,587	+ 14,906
Stones, lithographic, oil, emery, etc.	744	653	— 91
Iron and steel, bar, rod, etc.	44,610	19,800	— 24,810
Iron and steel girders, etc.	2,005	2,628	+ 623
Iron and steel plate and sheet	7,004	5,177	— 1,827
Malleable iron castings	6,556	3,981	— 2,575
Pipes and tubes (copper)	2,009	2,797	+ 788
Copper plate and sheet	1,472	2,934	+ 1,462
Water bore casing tubes	7,411	10,691	+ 3,280
Wrought iron tubes, etc.	126,866	66,266	— 60,600
Wire, iron and steel	80,761	27,419	— 53,342
Wire, n.e.i., also woven	3,716	2,872	— 844
Wire, copper	4,288	40	— 4,248

IMPORTATION OF ENGINES AND LOCOMOTIVES

The engine trade in Australia is divided under three general headings: steam, oil and gasolene engines. The imports of engines in the two years from all countries, according to classification, are shown thus:—

Imports from all countries.	1918-19	1919-20	Increase
Gas and oil	£141,202	£254,683	£113,481
Portable and traction	49,090	108,068	58,978
Locomotive and parts	31,720	54,432	22,712
	£222,012	£417,183	£195,171

The United Kingdom in 1919-20 supplied gas and oil engines valued at £133,131, portable and traction engines £14,271, and locomotives and parts £48,579, aggregating £195,981 of the total trade. In the same year imports from the United States were: gas and oil engines £98,822, portable and traction engines £90,463, and locomotives and parts £5,083, aggregating £194,368. Of the entire trade Canada is credited with gas and oil engines £10,993, and portable and traction £1,231, aggregating £12,224.

Oil engines are principally imported from the United Kingdom. Some come from the United States, but a fair share of this trade is held by Australian manufacturers. These engines are mostly portable, but in a comparatively few instances they are stationary. They are used in shearing sheds, for small sawmills, and for a variety of purposes on the farm where a higher horse power is required. Oil engines are stocked by branch houses or agents of British manufacturers and are sold in all sizes from 2 to 26 b.h.p. The best sizes are 8 and 10 b.h.p. and 17 to 20 b.h.p. where power is required for a special purpose, while a 4 b.h.p. is all that is wanted for a small separator plant, etc.

Gasolene engines imported into Australia come chiefly from the United States. A small percentage are portable, but the most of them are stationary. These engines are often used for driving separators on a dairy farm, and are of great service where a small power is required. In various makes they are stocked in Australia from 1½ to 25 b.h.p.; some do not exceed 15 b.h.p.; but the largest trade is done in 8, 10 and 12 sizes. Approximately gasolene engines obtain 60 per cent of the trade where they are brought into competition with oil engines.

The manufacture in Australia of these classes of engines has shown considerable expansion since 1914, and it is now exceedingly difficult to place any new line of oversea engines in the Commonwealth. Inquiries indicate that some special allowance is looked for to induce machinery houses to become interested in motive power appliances unknown on this market.

Imports from Canada

TOTAL IMPORTATIONS OF FISH INTO AUSTRALIA

The figures relating to the extent and values of the imports of fish into Australia for the year 1919-20, with those of the previous year, are recapitulated thus:—

	1918-19		1919-20	
	Quantities Lbs.	Values	Quantities Lbs.	Values
Fresh or preserved by cold process	602,920	£ 15,144	1,057,688	£ 39,796
Potted, concentrated or caviare		10,075	....	97,430
Preserved in tins, jars, etc.	6,991,643	345,918	16,652,658	989,742
Smoked or dried (not salted)	73,264	7,775	154,956	13,902
	Cwts.		Cwts.	
Unspecified fish	1,659	£ 8,088	4,723	£ 24,396
Oysters (from New Zealand)	2,321	1,617	520	792
Total values 1918-19 and 1919-20		£ 388,617	....	£ 1,166,028
Total value 1919-20		£ 1,166,028		
Increased imports 1919-20		£ 777,411		

A comprehensive report upon the Australian importations of fish appears in *Weekly Bulletin* No. 877, of November 22, 1920, to which attention of Canadian fish canners and packers was drawn by the Department of Trade and Commerce, Ottawa.

IMPORTS OF FISH FROM CANADA

To illustrate the trend of the Australian importations from Canada in 1919-20 as compared with 1918-19, the following comparative table has been compiled:—

	1918-19	1919-20	+Increase —Decrease
Fish, fresh or in cold process	£ 3,274	£ 5,936	+ £ 2,662
Fish, preserved in tins	184,970	190,770	+ 5,800
Fish, unspecified, n.e.i.	857	359	— 498
Fish, potted	23	....	— 23
Fish, smoked	314	145	— 169
	£189,438	£ 197,210	+ £ 7,772

IMPORTS OF FISH, PRESERVED BY COLD PROCESS

The countries of origin, extents of imports, and values of fish enumerated landed in Australia from overseas countries in 1918-19 and 1919-20, are as follows:—

	1918-1919	1919-20	—Increase +Decrease
Fish, preserved by cold process—			
United Kingdom	£ 2,413	£ 16,279	+ £13,866
Canada	3,274	5,936	+ 2,662
New Zealand	9,372	16,809	+ 7,437
Other British countries	15	566	+ 551
Other foreign countries	70	206	+ 136
	£ 15,144	£ 39,796	+ £24,652
Fish, potted, concentrated, etc.			
United Kingdom	3,721	95,775	+ 92,054
Canada	23	......	— 23
Other British countries	......	8	+ 8
China	3,302	350	— 2,952
Russia	......	116	+ 116
United States	3,022	1,118	— 1,904
Other foreign countries	7	63	+ 56
	£ 10,075	£ 97,430	+ £87,355
Fish, smoked or dried (not salted)—			
United Kingdom	420	4,108	+ 3,688
Canada	314	145	— 169
Pacific Islands	102	81	— 21
Other British countries	103	59	— 44
China	6,394	9,079	+ 2,685
Japan	392	156	— 236
Norway	......	2	+ 2
United States	50	272	+ 222
	£ 7,775	£ 13,902	+ £ 6,127
Fish, unspecified, n.e.i.—			
United Kingdom	198	6,718	+ 6,520
Canada	857	359	— 498
Other British countries	99	244	+ 145
Alaska	249	232	— 17
China	2,827	3,696	+ 869
Italy	......	163	+ 163
Norway	......	2,940	+ 2,940
United States	3,597	9,906	+ 6,309
Other foreign countries	261	138	— 123
	£ 8,088	£ 24,396	+ £16,308

IMPORTS OF CANNED FISH

The extent and values of the Australian importations of canned fish in 1918-19 and 1919-20 are, for general information, submitted herewith:—

Country of origin	1918-19 Quantities Lbs.	1918-19 Value	1919-20 Quantities Lbs.	1919-20 Value
United Kingdom..	46,715	£2,675	3,612,870	£125,460
Canada..	4,059,577	184,970	3,680,278	190,770
New Zealand..	87,507	10,003	133,155	17,193
South African Union..	......	......	1,797	221
Straits Settlements..	......	......	215	20
Alaska..	382,068	25,180	1,441,458	91,487
China..	119,750	8,602	109,393	9,490
France..	218	115	7,870	1,315
Japan..	206,567	13,309	23,776	2,091
Norway..	6,358	776	2,241,810	265,532
Portugal..	......	......	106,533	12,224
Sweden..	......	......	9,204	1,385
Spain..	1,440	143	......	—
United States..	2,078,719	100,052	5,283,563	272,502
Other foreign countries..	2,724	93	736	52
	6,991.643	£345,918	16,652,658	£989,742

The large increase in the values of the 1919-20 importations of canned fish, by no less than £643,824 as compared with the previous year, is attributed to war conditions and a comparatively bare market. It is a recognized axiom of the wholesale grocery trade that when canned fish is retailed at a high figure consumers seek other food products in substitution.

IMPORTS OF FOOD PRODUCTS, SPIRITS, ETC., FROM CANADA

The following compilation illustrates the imports from Canada in 1918-19 and 1919-20, showing increases and decreases of food products, oilmen's stores, spirits, etc.

Weekly Bulletin No. 638 contained a report upon the interchange of primary products between Canada and Australia, which demonstrated that, as Australia is a large producer of food products, the trade—except under abnormal climatic conditions—is unlikely to show any marked expansion.

Appended are the figures relating to the imports from Canada under this heading, in 1918-19 and 1919-20:—

	1918-19 Value	1919-20 Value	+ Increase —Decrease	
Butter..	....	£355	+	£355
Meats, potted, etc...	£4,245	68	—	4,177
Sausage casings..	621	651	+	30
Confectionery, n.e.i..	....	2	+	2
Cocoa and chocolate..	1,748	1,121	—	627
Flour..	....	253	+	253
Fruits, n.e.i..	....	89	+	89
Spices..	....	3	+	3
Infants' food..	111	162	+	51
Oilmen's stores..	1,142	3,314	+	2,172
Whisky bottled..	3,947	1,463	—	2,484
Whisky bulk..	123,218	2,515	—	120,703

IMPORTS OF MEDICINES, DRUGS AND SUNDRIES

The Australian imports of medicines (exclusive of drugs, chemicals, acids, etc.), in 1919-20, are given at £291,132, of which the United Kingdom is credited with £131.604, the United States with £144,826, France £6,092, and Canada with £2,560.

The total increase of imports over those of the previous year was £16,850. The trade in medicines and lines of drugs and sundries credited to Canada in 1918-19 and 1919-20 is shown thus:—

Imports from Canada	1918-19 Value	1919-20 Value	+Increase −Decrease
Medicines, proprietary	£ 3,666	£ 2,560	− £ 1,106
Medicines, other	3,868	1,604	− 2,264
Fluid extracts, etc	471	420	− 51
Acids	592	991	+ 399
Perfumes	8	226	+ 218
Toilet Soaps	1,652	....	− 1,652
Toilet preparations	147	218	+ 71
Soap, n.e.i	7,307	....	− 7,307
Bottles, n.e.i	7	4	− 3
Dental, etc., instruments	93	426	+ 333
Other drugs and chemicals	2,370	4,173	+ 1,803
	£20,181	£ 10,622	− £ 9,522

IMPORTS OF APPAREL OF FUR AND FUR SKINS

For a considerable period, the importation of fur apparel into Australia was prohibited, nor is there a favourable prospect for large importations in the future, owing to high customs duties and the advances made by domestic manufacturers Models of special garments will continue to be imported and probably some cheaper grades of apparel.

A review of the Australian trade in imported fur skins and fur apparel appeared in *Weekly Bulletin* No. 540.

Australian imports of fur apparel and fur skins in 1918-19 and 1919-20 are tabulated thus:—

	1918-19	1919-20	+Increase −Decrease
Imports of fur apparel	£ 3,246	£ 4,802	+ 1,556
Imports of fur skins	111,503	82,079	+ 29,424
	£114,749	£ 86,881	− £ 27,868

FUR APPAREL

	1918-19	1919-20	+Increase −Decrease
United Kingdom	£ 2,135	£ 3,184	+ £ 1,049
Canada	384	....	− 384
Other British Countries	104	314	+ 210
China	100	145	+ 45
France	....	821	+ 821
United States	434	219	− 215
Other foreign countries	89	119	+ 30
	£3,246	£ 4,802	+ £ 1,556

FUR SKINS (DRESSED OR PREPARED)

	1918-19	1919-20	+Increase −Decrease
United Kingdom	£ 20,240	£ 19,013	− £ 1,227
Canada	6,183	8,795	+ 2,612
Other British countries	78	1,255	+ 1,177
Argentine Republic	502	585	+ 283
Belgium	....	209	+ 209
China	19,085	7,419	− 11,666
France	4,556	5,629	+ 1,073
Greece	....	102	+ 102
Japan	1,829	416	− 1,413
Russia	6,958	4,021	− 2,937
United States	51,927	34,623	− 17,304
Other foreign countries	145	12	− 133
	£111,503	£ 82,079	− £ 29,424

DRYGOODS, TEXTILES, CORSETS, ETC.

The 1919-20 imports of Canadian dry goods showed an advance of £25,819 in comparison with the total figures for the previous year. The chief items were corsets, underwear, hosiery, apparel, piece goods, other textiles, sewing silks, buttons, buckles and a varied assortment of minor articles of attire. To direct representation by capable and energetic travelling representatives can be attributed this result. The dry goods trade in Australia, as in other countries, is seasonable and timely deliveries are of necessity demanded by importers.

A review of the Australian dry-goods trade appeared in *Weekly Bulletin* No. 601.

PACKING FOR UNITED KINGDOM MARKETS

Trade Commissioner L. D. Wilgress

II

The notes which follow give the more important points which were brought out by importers of Canadian goods in London and Bristol in the inquiry in relation to the packing of certain particular lines for export to the United Kingdom.

GLASS BOTTLES

An importer states that the percentage of breakages in Canadian deliveries of glass bottles averages about 3 or 4 per cent, while in the case of Continental goods the breakage amounts to often less than one-half this proportion. He is of the opinion that a lot of breakage could be saved if the number packed in each crate were less than has hitherto been the case. Further, the practice of using paper for packing material does not seem so effective as hay or straw, which is used by Continental bottle exporters.

LEATHER

No complaints were made with regard to the manner in which Canadian leather exports were shipped to the United Kingdom. The practice of shipping sole leather in open bales, uppers in bags or, in the case of patents, in boxes, was satisfactory, and Canadian exporters of leather knew their business thoroughly.

CHEMICALS

No suggestions were given with regard to the packing of Canadian chemicals since exporters were following satisfactory methods, whether the chemicals were shipped in casks, carboys, or other containers. Heavy chemicals for India should be sent in 28-pound earthenware jars, packed two in a case.

IRON AND STEEL HARDWARE

The observations made in the first part of this report with respect to nails (see page 155 of last number of the *Weekly Bulletin*) cover all the points brought out in connection with the packing of this line. Paper used for lining bags, however, should be strong. Similarly with regard to bolts and nuts, these should be packed in strong parcels and then shipped in kegs of sufficient thickness and strength to withstand all strain. Packing requirements of tacks are very complicated, and Canadian firms must follow to the letter the instructions given by buyers. Canadian fencing wire is shipped satisfactorily in open bundles, though some importers require gunny protection. Plain and barbed wire also is exported in the proper manner when coiled and without outside protection.

In shipping hardware articles to the United Kingdom, Canadian exporters must bear in mind that heavy tools and similar lines should not be packed in cardboard cartons, as they will break the containers and damage each other through rubbing. Only light articles should be packed in cartons.

FURNITURE

Several importers had no complaints to make against the packing of Canadian furniture, but a certain firm reported that there were many breakages in the furniture they received from the Dominion. Asked for suggestions as to how the packing could be improved, they stated that the goods were shipped in good strong crates but that they were too closely packed together, and more packing material might with advantage be used.

WOODENWARE

Various complaints were made with reference to the packing of Canadian woodenware lines. These chiefly arose through the shipper not exercising sufficient care in packing. Loose packing of small woodenware should be avoided, while in the case of crated goods the crates should be strong. No possibility of scratching or rubbing together should be allowed in the case of any packages of woodenware.

TIMBER

The principal objections as to the manner in which Canadian timber is shipped to the United Kingdom, as stated by a leading importer, may be classified under the following three heads:—

(1) Manufacture.
(2) Grading.
(3) Marking.

(1) Canadian lumber exporters should exercise greater care in the cutting of planks and boards to exact dimensions required. Unless received in exact dimensions there is wastage in cutting on this side. Canadians should copy Scandinavian methods more closely. The system of sawing can only be partly responsible, since some Canadian shippers have given complete satisfaction. On the other hand, it must be admitted that the frame saws used in Scandinavia permit more exact cutting than do the Canadian methods. The chief fault with the latter appears to be the great speed and lack of care exercised in sawing the logs.

(2) The grading of lumber shipped to the United Kingdom is of the greatest importance, and the majority of Canadian shippers cannot be said to exercise proper care in this respect. All Scandinavian timber imported into the United Kingdom is uniformly graded.

(3) Each plank and board sent to the United Kingdom market should be stamped with the mark of the shipper. This mark should be large enough to be easily seen, and should be in red or some equally prominent colour. A good distinctive mark establishes the brand of the shipper on the market and is an important factor in the saleability of the timber. Nearly all Scandinavian shippers mark their timber in this way, but certain Quebec and British Columbia shippers are the only Canadian exporters that take the trouble to attend to this important point.

Owing to compliance with the above three considerations, recognized Scandinavian brands of timber command higher prices in the United Kingdom market than ordinary Canadian lumber.

PROVISIONS

Cheese.—Since the practice of binding the cheese boxes with double bands of wire has been instituted by several Canadian exporters, the proportion of breakages has been considerably diminished. Now also that properly seasoned wood is being used for cheese boxes, fewer complaints are being made with regard to breakages owing

to defective or green wood. Occasionally at the height of the season some defective boxes are still shipped. While the New Zealand method of shipping cheese must be considered stronger in packing than the Canadian, still the latter is preferred by dealers because the boxes are easier to open, whereas the New Zealand crate must be broken when opened. One wholesaler suggested that an improvement in the fastening of the lids on Canadian cheese boxes might enable these to be opened without damaging the lid.

Bacon.—It has already been pointed out that Canadian bacon cases are too heavy for convenient handling, and that usually the boards are too thin for the weight of the contents. Uniform 1-inch boards and the securing of the cases by two bands of iron around the edge and one around the middle was urged by dock officials. Boards of the case should also be nailed more securely. The weight of the bacon cases necessarily subjects them to rough handling and severe outside and inside strains.

Butter.—The boxes in which Canadian butter was formerly shipped to United Kingdom were very frail, and at the least strain due to rough handling the dovetailed boards would come apart.

Canned Fruit.—With regard to canned fruit, Canadian packers should be careful to grade uniformly in respect to size and colour. Australian exporters have effected great improvements in the grading of canned fruits by closely following the Californian standards.

Canadian pears should be carefully graded. Packers should cease to use the designation "Caifer" in connection with pears. The word "Bartlett" can always be used, but "Caifer," not being so well understood, should be done away with when shipping to the United Kingdom.

Lemon Cling peaches are the best liked in the United Kingdom market, while yellow flesh peaches received from Australia and California are not popular.

With respect to apples, colour must be good, and bruised apples should be avoided when canning for this market. Ontario apples are very well canned but certain other Canadian packers do not take the skin off sufficiently and often can bruised and broken apples. Criticism was made that gallon apples do not keep well as they showed a tendency to rust after a certain period.

Canadian raspberries and strawberries are satisfactorily packed.

Canadian exporters of canned fruits should not mark net weight on tins for the United Kingdom market since the trade is not used to this practice and it only creates confusion. This matter is now being strongly taken up by the retailers. The nominal 1¼ and 2½ are the most suitable sizes for sale in this country. These should always be called by these names as other designations only serve to confuse the trade. It is immaterial, as regards sale, whether tall or flat tins are shipped.

Canned Fish.—In packing lobsters every tin should be lined with parchment paper or else the lobsters should be placed in paper bags before being put into the tin. Otherwise ammonia, which is always present in shellfish, will come into contact with the tin and turn the lobster black.

Regarding the canned salmon trade, importers state that the important point is that the fish should be of as firm a texture as possible. It sometimes happens that in the rush of canning, Canadian packers can stale fish or else fish that is overcooked, thus the texture is not firm and the fish has a poor appearance on being taken out of the tin. It also happens that Canadian canners sometimes put in too much salt. Defects in canned salmon are not always shown by blown tins as commonly supposed, but often are only revealed on being opened. The chief difficulty against the sale of pink salmon is that they do not always show colour. A Queen Charlotte Sound brand of pink salmon, firm in texture and showing uniform colour, has a ready sale.

A Bristol importer pointed out in regard to canned salmon that it would be to great advantage if Canadian exporters could guarantee that all the tins were up to weight, since, before labelling tins with their own brand, they were obliged to weigh every tin separately. British Columbia brands are often prejudiced in this way as importers brand the full tins with their own labels and dispose of the short-weight tins under the British Columbia labels.

GENERAL CONSIDERATIONS AFFECTING CANNED GOODS

Among the general considerations brought out by importers, with reference to the packing of all canned goods, was that the tins should never be packed in crates but only in cases. If packed in crates the goods were specially liable to be damaged or pilfered. French shippers bind their cases with wire, Californians with strong iron bands and often with clamps at the corners. The latter method is usually preferable. The tins should be packed tightly in the case, otherwise they are liable to be dented.

Canadian canners should remember that the more rings to the top of the tin the stronger it will be. Italian and Californian packers have lately adopted a top with several rings more than the usual top to Canadian tins has, and it is decidedly stronger. A vital consideration in the canning of goods is to see that the rubber rim that holds the top of the can in place is of the very best quality obtainable, otherwise injurious matter gets into the juice or the contents and the whole can becomes tainted. After heavy losses due to this cause the Singapore packers of pineapples have reverted to the old-fashioned soldered tins, which are preferred by certain of the large United Kingdom importers. This important matter should receive the most careful attention of every Canadian shipper of canned goods.

INDUSTRIAL NOTES FROM BELGIUM

Trade Commissioner A. S. Bleakney

The Industrial Situation in Belgium

Brussels, June 29, 1921.—M. Uytbroeck, Director-General of the Comité Central Industriel de Belgique, when recently interviewed by the local press, gave a statement on the industrial situation in Belgium. He said: "Apart from the coal mines, which in consequence of the strike in England have received a few orders for exportation, the situation has become graver. The state of the textile industry in particular is lamentable. For the last four months practically no work has been done; cotton-spinning factories are only working two days per week, and several are closing. In the glass manufactories the situation is identical."

Referring to tariffs, M. Uytbroeck said that customs duties were being raised in all countries against Belgian goods, and that the efforts of exporters were in consequence paralyzed. Steps had been taken to endeavour to obtain some relief, in the form of exemptions, for Belgian goods under the new French tariff, shortly to be in operation.

The Government was doing all it could to encourage Belgian manufacturers to export; a Bill had been introduced under which it is proposed to guarantee up to 250 millions francs, sales of Belgian goods to foreign countries. It is hoped this aid will permit the fulfilment of certain contracts with the countries of Central Europe. The "Comité Central Industriel" has organized a trade mission to the republics of South America. Present cost prices were excessive—many higher than sale prices, because of high wages and lessened individual production. Belgium could not live in prosperity unless she produced more and sold in quantity to foreign countries. Before the war most of the manufacturers exported more than four-fifths of their production.

It should be noted that M. Uytbroeck is Director-General of the Comité Central Industriel de Belgique, a powerful organization constituted by seventy-five associations or groups representing all the chief industries of Belgium; for example, the mining industry, the raw metal industry, the manufactured metal industry, the textile industry, the glass industry. The object of this Comité Central Industriel is to defend, independent of all party spirit, the interests of the national production and of all those who participate in it, to study all questions that affect it and to gather together all documents appertaining to it, and by this means insure the economic expansion of the country.

Belgian Commercial Relations with United States

In replying to a letter from the Chamber of Commerce of Boston, asking for details of the principal requirements of Belgium, from the point of view of her economic relations with the United States, the Belgian Prime Minister emphasized the fact that the unfavourable balance of exchange with that country was being viewed with considerable anxiety, having regard to the dependence of Belgium on commerce and the apprehension of tariff increases in foreign countries. M. Carton de Wiart pointed out that whereas Germany disposed within her borders of large supplies of raw materials, Belgium depended to a great extent on purchases abroad at unfavourable exchange rates for these essentials to her industry, and that this, together with increased labour costs, has increased the difficulty of finding foreign markets.

In 1913 Belgium imported from the United States to the value of $257,000,000, and for the first three months of this year importations from exceeded exportations to that country by $40,000,000.

The Eight-hour Day becomes Law in Belgium

The King of the Belgians has just given his assent to the eight-hour-day law, and on the occasion of its passing addressed a letter to the Minister of Industry, Labour, and Food sounding a note of warning against the danger of taking for granted that the struggle for the eight-hour day has been won finally, pointing out that this law will not suppress foreign competition and the necessity for cheap production in order to pass the foreign tariff barriers which are being raised in all foreign countries. The hopeful feature of the eight-hour day in Belgium, from the national point of view, is the readiness with which the Belgian workman takes to piece work and the good output resulting therefrom.

Proposed Economic Union between Belgium and Luxembourg

A provisional agreement was signed at Brussels on May 17 for a customs union between Belgium and Luxembourg, and while this union is not yet a *fait accompli,* many Belgian agencies of foreign firms are sending scouts into Luxembourg, in the expectation of that country becoming an economic unit with Belgium, retaining of course separate political autonomy.

The general outline of the proposed agreement is as follows: Customs frontiers will be abolished. The importation, exportation and transport of products will be free of all restriction. Firms of the one country will be able to contract for public works in the other. It is also intended that, in countries where Luxembourg is not represented by foreign consuls, the interests of the Grand Duchy will be entrusted to Belgian consular agents. A plan for a monetary union has also been outlined, by which the money of the one country will be legal tender in the other. If this union is consummated, it will necessarily entail a uniformity of foreign commercial treaties, as the foreign tariff for the two countries must become identical.

Belgian Steel Undercutting in Australian Market

According to the Melbourne correspondent of the *Times Trade Supplement*, Belgian steel, profiting by the exchange situation, has succeeded in undercutting the production of Australian mills, thus defeating the tariff as a protective instrument. It is stated that Australia has been effectively canvassed at prices much below the market rates, with the inevitable result.

In this connection, many inquiries have been received here for Belgian steel, and Canadian buyers calling at the office have expressed their surprise at the low prices quoted.

THE FINANCIAL SITUATION IN BRAZIL

Major E. L. McColl, Canadian Trade Commissioner

Rio de Janeiro, July 1, 1921.—The month of June has shown no improvement in the financial situation in Brazil. On the first of June the value of the American dollar was quoted at 7$520 and on June 31 it stood at 9$260. There is no sign of improvement in the immediate future.

In many ways the crisis is worse than any of its predecessors, but it is no more hopeless than it was in 1898 when exchange fell to a lower level than it is at present. However, at that time the Government was able to save the situation by borrowing money in Europe. This does not seem to be the case to-day. Credit is almost impossible to obtain even at very high interest. The recent loan of 25 million dollars had no effect on exchange other than perhaps to cause it to fall. It is a strange fact that the anticipation of the loan gave rise to an optimism which had no foundation. Its success did not have the desired effect, and the value of the milreis tumbled to a new low level.

Opinion seems to be divided as to whether the Government is doing all it can along the line of retrenchment. It is generally admitted, however, that a policy of strict economy and restriction of imports to absolute necessities must be pursued even more strictly than at present is the case if the financial storm is to be weathered.

BUSINESS CONDITIONS IN JAPAN

Trade Commissioner A. E. Bryan

Yokohama, June 20, 1921.—There has been no change noted in general trade conditions since the beginning of the year. Both external and internal trade have been dull and inactive, only a few bright spots being noted from time to time. The demand for staple commodities is slack and prices remain depressed. Taking advantage of low quotations, silk buyers from America have been purchasing recently at the rate of 100,000 kin (1 kin = $1\frac{1}{3}$ lbs.) per day, so that conditions in the silk trade have been a little better.

As for rice, the general trend of the market has been depressed due probably to the Government's impending purchases of 1,000,000 koku (one koku = 4·96 bushels). Wheat has also been stationary, and flour mills have refrained from buying at the present price of yen 10 per picul (about 133 lbs.). In the metal market, steel, which had improved a little, has sagged, and the same trend has been followed by lead, zinc, tin and other metals. The drug market has been somewhat buoyant of late, owing to the demand for narcotics, iodine, and carbolic acid, but the supply of these has come forward and prices have fallen away.

In Tokyo last week bank clearances fell off to yen 490,000,000 as compared with yen 609,000,000 for the previous week, and bankers were of the opinion that there

would be considerable demand for capital owing to the approaching half-yearly period of settlement, and that, coupled with the demand for silk funds, this would in a measure create some tension in the money market. However, it turned out to be quiet and inactive. The statement of the Tokyo associated banks for the week ending June 18, 1921, compared with the previous week, is as follows:—

Statement of Tokyo Banks for weeks ending June 11 and June 18

	June 18.	June 11
Fixed deposits . . . . yen.	630,533,105	yen. 630,178,543
Current deposits	328,214,345	323,253,282
Special deposits	244,213,952	244,846,076
Deposits at call	385,344,545	384,239,210
Other deposits	190,000,458	174,425,401
Total	1,778,306,405	1,756,942,512
Loans	1,052,690,409	1,027,552,640
Current overdrafts	146,609,578	142,295,600
Bills discounted	747,811,133	743,561,683
Total	1,947,111,120	1,913,409,923
Cash on hand	169,511,540	184,159,074

HOW THE DEPRESSION AFFECTS CANADA

In calling upon importers—both foreign houses and Japanese—the writer has found it almost impossible to interest them in many Canadian lines. Large houses have been busy for the most part in trying to persuade Japanese clients to take delivery of goods ordered some time ago when prices were much higher than they are to-day. In this they have been partially successful, and what goods they have remaining in their warehouses are being liquidated to the best possible advantage. There appear to be good stocks of all imported materials on hand, and importers do not wish to place new business until present supplies have been almost exhausted.

DEMAND FOR LUMBER

There are, however, a few things for which there is a continual demand in Japan. In recent trips to Kobe and Osaka many inquiries for Canadian lumber have been received, and this office has been successful in lining up a few orders for mills in the Dominion. For the first few months of this year there have been heavy decreases noted in every raw material imported into Japan with the exception of lumber which has come in to the value of yen 667,000 more than at the same period last year.

Other import lines of interest at the present time are zinc and lead, many tons of which have been continuously imported from Canada and elsewhere—lead to the value of yen 826,000 more than for the first five months of 1920.

PULP AND PAPER

Several inquiries have been recently sent to Canada for wood pulp, although there are big stocks of pulp in Japan at present owing to the fact that Japanese mills are only operating at 80 per cent capacity. However, there are many firms who look to Canada as the future source of supply and who want to make connections with which they can do business just as soon as there is a demand. So far this year about three thousand tons of Canadian pulp have been coming in every month. The Swedish product has fallen off greatly in supply and was valued at yen 159.062 for the first four months of 1921 as compared with yen 3,711,109 for the same period in 1920. It

is said that samples of pulp made in Finland have recently been received, and that these are of just as good quality as the Scandinavian product but cheaper in price, and that orders for 3,000 tons have already been placed with Finnish mills. Although competition will be keen, Canadian mills must make every effort not only to keep the lion's share of this business, but also to increase their sales.

The following figures showing the imports of pulp into Japan for the first quarter of 1921, as compared with the four months ending April, 1920, are of interest, particularly as the sources of supply are shown and Canada's predominant position is well set forth.

Imports of Pulp into Japan for the four Months ending April 1920, and 1921

(One Picul = 133 pounds)

Country of Origin	1921 Quan. Picul	1921 Value. Yen	1920 Quan. Picul	1920 Value. Yen
Sweden	8,860	159,062	202,808	3,711,109
Norway	104	2,087	5,127	87,435
United States	7,864	126,374	72,762	1,253,645
Canada	155,511	2,272,076	159,894	2,271,736
Other Countries	1,684	33,688	22,944	419,069
Total	174,023	2,593,287	463,535	7,742,994

PRESENT PRICES

It may be of interest to add that present market prices for Finnish pulp (which is quoted the lowest of any imported pulp) are as follows:—

Finnish bleached sulphite	£25, 1s. 3d. per long ton c.i.f. Japan
Finnish easy bleaching	£20 " " " " "
Finnish kraft pulp	£17, 0s. 10d. " " " " "

This means that the Canadian product of a similar grade would have to sell at $100 per short ton c.i.f. Japan to compete in bleached pulp. As regards easy bleaching pulp, Canadian mills would have to quote about $76 Canadian c.i.f. Japan per short ton to compete with the Finnish product.

It remains to be seen, however, whether actual supplies come to hand at this figure, but this gives Canadian mills some idea of the competition they are now up against.

OFFICIAL FORECAST OF JAPAN'S CROPS

Trade Commissioner A. E. Bryan

Yokohama, June 24, 1921.—Quite a heavy decrease is to be noted in the figures given out yesterday by the Department of Agriculture and Commerce, showing the expected yields of grain this year as compared with 1920.

While the prospects for slightly better crops have been reported from fourteen prefectures, nineteen prefectures on the other hand have estimated their yields this year to be much below normal.

The percentage of decrease in wheat is 4·1 per cent, while that of rye is 14·4 per cent. On the other hand an estimated increase is to be noted in barley to the extent of 12·9 per cent. Altogether there is an estimated decrease of 523·463 koku or 2·6 per cent as compared with the actual yield in 1920.

The subjoined figures will exhibit the crop yields in 1920 compared with the estimated returns for 1921:—

Kind	Estimate for 1921 "Koku"	Acutal Yield 1920 "Koku"	Change to be Noted Amount "Koku" Dec.	Proportion Per cent
Barley..	7,335,215	6,493,947	841,268	12.9
Naked barley..	791,852	7,939,603	1,147,751	14.4
Wheat..	5,038,015	5,254,995	216,980	4.1
	19,165,082	19,268,545	525,463	2.6

(One koku=4.96 bushels.)

It is to be noted that the above report considers all of Japan with the exception of Hokkaido. However, from other sources we learn that the crops are a little above average in this district.

TRADE IN ELECTRICAL APPLIANCES IN FRANCE

Lt.-Col. Hercule Barré, Canadian Trade Commissioner

ELECTRICAL FITTINGS

Paris, June 30, 1921.—There are many firms in France manufacturing electrical requisites, and they supply the greater part of the trade. Almost no importations are being made at the moment except from Germany—largely on account of the exchange situation and the suitability of the German article to the French market. Just after the war a large quantity of electrical material was imported from both England and the United States, but at that time there was a shortage of such goods and purchases had to be made at any price. Before the war, a few importations were made from the last-named sources, but by far the larger marketings in these lines came from Germany. In order to escape the tariff, a great many subsidiary factories had been established in France by German firms.

With regard to electric light fittings, a few firms in France make articles of fairly good quality which are suitable for hotels and the larger mansions, in which initial cost is not so important and good appearance is essential. This is, however, a small part of the business; but, given an improvement in exchange, there should be an opportunity for Canadian manufacturers in this better-class trade. Their successful introduction would no doubt be somewhat difficult, and would require good organization; prices would also have to be kept as low as possible. The average Canadian fitting is much superior to the best French article in both appearance and make. By far the larger number of French manufacturers produce an article made of inferior material and poor in appearance, everything being sacrificed to cheapness. This class of fitting is employed in the average private house, though many of the larger houses are quite luxuriously fitted up. Little buying is being done just at the present, and the only way to stimulate purchases is to offer something that is in urgent demand or which looks like a bargain. In the cheap class of fittings there is strong competition by German firms, who study the demand and manufacture goods to meet it. In spite of his fondness for a bargain, the French buyer likes a certain amount of appearance in any article which is open to view, although for the smaller fittings, like switches and fuses, this remark does not apply. For example, lamp shades are required to be cheap, decorative, and of good, even flashy, appearance. In this line, there is little opportunity for imported products.

The usual voltages of French lighting systems are 110 and 220 volts, but odd ones, such as 150, are found in places.

Wall switches are usually made of porcelain, with porcelain or composition turning handles. Tumbler switches are occasionally used. These are made in porcelain with brass handles, and sometimes with a brass cover. The pull-chain and push-button switch are practically unknown in France. All the smaller lighting fittings, such as receptacles, sockets, rosettes, etc., are similar to the articles made in Canada, but are much simpler, not so well finished, and not so varied in style. Brassware for the French trade is generally in dull finish.

With regard to incandescent lamps, the French manufacturers have lately organized a big combination or lamp trust, and it would be difficult to introduce foreign wares in opposition to this powerful group. Lamps are usually made with the bayonet catch, except in the smaller sizes, which are of a screw type.

TELEPHONES

Several importers have suggested that there is room for Canadian imports of telephones and telephone apparatus generally. There are few manufacturers in France in this line, and a shortage exists at present. The telephones in use are generally made with the transmitter and receiver in one piece to hang or lay on a table-stand. Knowing the conservative mind of the French buyer, the writer is of opinion that it would only be possible to market that type of telephone. The average purchaser in France looks with suspicion on an article differing in design from that to which he is accustomed, and it is very difficult to convince him that a new style is perhaps better. It is probable that the present demand for telephone equipment is a result of the war, old telephone apparatus being amongst the last articles to be replaced.

Illustrations of types of telephones used in France have been sent to the Department of Trade and Commerce, Ottawa, and may be seen by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service (quoting file No. T.C.-2-107).

Importers say that it should be possible for Canadian firms to sell all the smaller lines of electrical apparatus which are not extensively manufactured in France, such as fans, electric irons, heaters, etc. In those lines, appearance as well as cheapness in price is important. They should be highly polished, and there is some demand for nickel-plating.

Electricity does not occupy the same place in the business and domestic life of France that it does in Canada, and its development has been greatly hindered by the war. In Paris very many of the older houses and flats are still lit by gas, and in some instances even by oil. Of course, for hotels and public buildings, electric light is always employed. Many small provincial industrial towns are more advanced than Paris in lighting facilities. The trade in electric goods is therefore not in an advanced stage of development.

Importers complain of the packing of some of the electrical goods which came from the United States just after the war. The cases were made of very weak wood, without banding, and in some instances were broken when delivered, with some of the contents missing. Even small cases should be strongly made and bound with strip iron, which is an advantage both from the point of view of strength and as a precaution against pilferage. Care in packing is very much appreciated by importers.

INCREASED CUSTOMS DUTIES IN LATVIA

The following cablegram has been received from the Canadian High Commissioner's office in London, England: "Board of Trade announcement states revised customs tariff with largely increased duties to be enforced in Latvia from July 20. Exporters advised not ship goods to Latvia without first communicating with consignees."

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne, and by the Public Works Department of New South Wales, Sydney.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa, (refer file No. 26137).

Tenders in conformity to the specifications should be promptly addressed, respectively, to the Secretary, Victorian Government Railways, Melbourne, Australia, and to the President, Tender Board, Public Works Department of New South Wales, Sydney, Aust. Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAYS

No.	Date of closing	Particulars.
34241	September 28, 1921.—	Supply and delivery of lifting magnet and generating set complete with control apparatus and accessories as specified.
34181	October 19, 1921.—	Supply and delivery of 33 three-phase motors, 14 starters, 13 circuit breakers, and 6 switches, for driving wood-working and other machinery, as specified.

PUBLIC WORKS DEPARTMENT, N.S.W.

15, 1920-21	October 31, 1921.—	Manufacture, supply and delivery of metalwork for piers, abutments, and superstructure of a lift bridge over the Murray river at Tooleybuc (including ironwork for fencing) to plans and as specified.

COEFFICIENTS OF INCREASE IN FRENCH TARIFF

The Commercial Intelligence Branch of the Department of Trade and Commerce has received a copy of the *Journal Officiel* (Paris) for July 4, 1921, containing a presidential decree dated June 29 providing for a complete revision of the "coefficients of increase," applicable to French import duties, as originally established by a decree of July 8, 1919, and modified in part by a series of subsequent decrees. These coefficients were instituted for the purpose of increasing specific rates of duty in proportion to the increased prices of commodities resulting from the war. The method is to multiply the existing rate of duty by whatever coefficient is adopted for the item in question. These coefficients now range from 1·1 to 10. There is, however, only one coefficient of 10, and comparatively few coefficients are higher than 7. Apparently the coefficient most often used is 3.

The new decree also provides that the schedule of coefficients shall be subject to a general revision in the first quarter of the year 1922 without prejudice to any partial modifications which may be introduced in the schedule before that time. Goods in respect of which proof is furnished that they were shipped direct to France before the date of publication of the present measure shall be admitted on payment of duty at the former rates, when such rates are more favourable than those leviable under the new decree. For detailed information regarding the application of the coefficients of increase of the French tariff with respect to any particular items application should be made to the Director, Commercial Intelligence Service, Ottawa.

NEW ROUMANIAN CUSTOMS TARIFF

According to a cablegram from the American Legation at Bucharest under date of July 14, 1921, published in the *United States Commerce Reports,* the revised Roumanian customs tariff providing for higher import duties will go into effect at the end of July, 1921.

SOUTH AFRICAN CUSTOMS RULING ON CANADIAN SALES TAX

The question of how Canadian exporters should treat the Canadian sales tax when showing home consumption value on invoices supplied for South African customs purposes was recently submitted to the Commissioner of Customs, South Africa, when the following ruling was given: "The South African Customs Department accepts the current domestic selling price ruling in Canada at the date of shipment to the Union, less an amount equal to the sales tax, if such imposition does not enter into the cost of the goods to the importer. The supplier in framing his declaration of value should state the gross amount and indicate clearly that included therein is the sales tax amounting to so many dollars."

FIFTY PER CENT DRAWBACK OF DUTIES IN THE BAHAMAS IS CONTINUED

In reply to an inquiry, Mr. R. H. Curry, Canadian Commercial Agent, Nassau, Bahamas, writes that the drawback of 50 per cent of customs duties provided for in an Act assented to in the Bahamas in March, 1920, is still allowed. As originally passed, this Act was to continue in force until June 30, 1921. It is not stated for what period the Act has been extended. The effect of this drawback is that the duties provided for in the tariff of the Bahamas islands, either preferential or general, are reduced by half in each case. Nearly all imports from Canada are given a 25 per cent preference in the Bahamas. Copies of the new preferential tariff of the Bahamas may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

REGULATIONS IN BARBADOS GOVERNING ENTRY OF GOODS UNDER THE PREFERENTIAL TARIFF

The Commercial Intelligence Branch of the Department of Trade and Commerce has received a copy of the regulations adopted in Barbados governing the entry of goods under the new British preferential tariff, which was published in full in last week's issue of the *Weekly Bulletin.* The principal feature of these regulations, so far as the Canadian exporter is concerned, is the certificate of origin required to accompany goods from Canada in order to entitle them to the 50 per cent tariff preference. This certificate is similar to that adopted by Trinidad, which was published in *Weekly Bulletin* No. 881 (December 20, 1920). The regulations were reprinted in leaflet form, copy of which may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

IMPORTERS OF CANNED FRUIT AND VEGETABLES IN NEW YORK CITY

A list of importers of canned fruit and vegetables located in New York city has been received from the Dominion of Canada Bureau of Information, New York, and will be communicated to any Canadian exporters who desire to have it.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JULY 27, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending July 27; those for the week ending July 20 are also given for the sake of comparison:—

		Parity.	Week ending July 20 1921	Week ending July 27 1921
Britain.. .. ..£	1.00	$4.86	$4.0417	$4.0117
France.. .. ..Fr.	1.	.193	.0874	.0866
Italy.. .. ..Lire	1.	.193	.0506	.0547
Holland.. .. ..Florin	1.	.402	.3541	.3438
Belgium .. ..Fr.	1.	.193	.0853	.0847
Spain.. .. ..Pes.	1.	.193	.1458	.1428
Portugal.. .. ..Esc.	1.	1.08	.1383	.1404
Switzerland .. ..Fr.	1.	.193	.1861	.1844
Germany.. .. ..Mk.	1.	.238	.0146	.0142
Greece.. .. ..Dr.	1.	.193	.0626	.0623
Norway.. .. ..Kr.	1.	.268	.1451	.1438
Sweden.. .. ..Kr.	1.	.268	.2326	.2298
Denmark.. .. ..Kr.	1.	.268	.1688	.1693
Japan.. .. ..Yen	1.	.498	.5519	.5450
India.. .. ..R.	1.	2s.	.2682	.2640
United States .. ..$	1.	$1.00	1.1293	1.1237
Argentina .. ..Pes.	1.	.44	.3190	.3258
Brazil.. .. ..Mil.	1.	.3245	.1199	.1236
Roumania.. .. ..Lei	1.	.193	.0156	.0148
Shanghai, China .. ..Tael	1.	.631	4.0742	4.0286
Batavia, Java... ..Guilder	1.	.402	.7736	.7950
Singapore, Straits Settlements.. .. ..$	1.	.49	.3557	.3483
Jamaica.. .. ..£	1.	4.86	.4799	.4775
Barbados.. .. ..$	1.	1.		
British Guiana.. .. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{1}{8}$–$.85\frac{3}{8}$
St. Kitts.. .. ..$	1.	1.		
St. Lucia.. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. .. $	1.	1.		

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

Foodstuffs

3330. **Foodstuffs.**—A Dublin firm desire to get into touch with Canadian exporters of butter, canned fruits and meats, and other foodstuffs.

3331. **Cereals.**—A co-operative factory in Barbados wish to obtain Canadian connections for cereals.

3332. **Grain.**—The manager of a large co-operative company in Barbados wishes to get in touch with grain suppliers.

3333. **Oats.**—A commission agent in Trinidad well known to the trade desires to represent a Canadian house for the supply of oats. Good references.

3334. **Fish.**—A commission agent in Barbados who is well known to the trade desires to obtain a connection for cod fish for the entire West Indies.

Miscellaneous Products

3335. **Motor lorries.**—A Glasgow firm ask to be placed in touch with Canadian manufacturers of motor lorries of all kinds with a view to obtaining agencies.

3336. **Household electrical appliances.**—A Glasgow firm are desirous of representing in Scotland Canadian manufacturers of household electrical goods. They are manufacturers' agents of sixteen years' standing, and have at present reorganized their business.

3337. **Cutlery and electro-plate.**—A London firm are desirous of securing the sole agency for the United Kingdom of Canadian manufacturers of cutlery, electro-plate, and other so-called "Sheffield" goods.

3338. **Hardware.**—A large co-operative factory in Barbados desire to get in touch with Canadian hardware firms.

3339. **Hay.**—The manager of a large limited liability company in Barbados desires to obtain Canadian connections for the supply of hay in large quantities.

3340. **Hides.**—A large concern in Barbados in excellent standing wish to import Canadian hides.

3341. **Lubricating oil.**—The manager of a large factory in Barbados would like to stock Canadian lubricating oils and greases.

3342. **Linseed meal.**—A large co-operative cotton factory in Barbados wish to import Canadian linseed meal.

3342. **Representation in Australia.**—A commercial gentleman at present in Toronto, returning to Australia, would take direct representation for Canadian producers interested in that market. Material or articles to be used in the manufacture of specified goods within the Commonwealth specially called for.

3344. **Trade with Mexico.**—A large commission house in Mexico, desirous of replacing a number of its American agencies with Canadian ones, are anxious to be placed in communication with Canadian manufacturers interested in extending their Mexican trade, and solicit correspondence from manufacturers of the following lines: pulp, toilet paper, paper napkins, and other paper fancy goods; toys, glass goods, ironmongery, and industrial chemicals.

3345. **Lumber for South Africa.**—An English firm, purchasing for clients in South Africa, desire quotations c.i.f. Cape Town on 1,000 Oregon deals, 9 by 3, qualities Nos. 3 and 4, in 16, 17, 18, and 19 feet lengths. This firm also request quotations for 100 flooring boards 6 by $\frac{7}{8}$, tongued and grooved, each, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21 feet—1,000 boards.

3346. **Match-making materials.**—A match factory in Venezuela, operated by British interests, and with head office in London, is in the market to purchase such match-making materials as wooden splints, skillets, cardboard, paraffin wax, straw boards, stearine, etc.

3347. **Barley malt, wheat flour.**—A strong Italian firm wish to get into communication with Canadian firms interested in the sale of barley malt and wheat flour.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Minnedosa,* Canadian Pacific Ocean Services, Ltd., about August 5; *Canadian Seigneur,* Canadian Government Merchant Marine, Ltd., about August 5; *Vedic,* White Star-Dominion Line, about August 6; *Megantic,* White Star-Dominion Line, about August 13; *Metagama,* Canadian Pacific Ocean Services, Ltd., about August 17; *Canadian Commander,* Canadian Government Merchant Marine, Ltd., about August 19; *Victorian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Bilbster,* Canada Steamship Lines, about August 25; *Melita,* Canadian Pacific Ocean Services, Ltd., about August 26; *Canada,* White Star-Dominion Line, about August 27; *Canadian Victor,* Canadian Government Merchant Marine, about September 2; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 2.

To London.—*Vitellia,* Anchor-Donaldson Line, about August 5; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about August 8; *Canadian Raider,* Canadian Government Merchant Marine, Ltd., about August 10; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., about August 13; *Brant County,* Canada Steamship Lines, about August 15; *Canadian Trapper,* Canadian Government Merchant Marine, Ltd., about August 17; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about August 31; *Canadian Rancher,* Canadian Government Merchant Marine, Ltd., about August 31; *Scotian,* Canadian Pacific Ocean Services, Ld., about September 1.

To Glasgow.—*Canadian Carrier,* Canadian Government Merchant Marine, Ltd., about August 5; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about August 6; *Cassandra,* Anchor-Donaldson Line, about August 6; *Canadian Navigator,* Canadian Government Merchant Marine, Ltd., about August 19; *Saturnia,* Anchor-Donaldson Line, about August 27; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about August 30; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about September 2; *Cassandra,* Anchor-Donaldson Line, about September 10.

To Hull.—*Cornish Point,* Furness Line, about August 4; *Comino,* Furness Line, about August 18; *Tamaqua,* Furness Line, about August 27.

To Newcastle-on-Tyne.—*Cairndhu,* Thomson Line, about August 7.

To Avonmouth Dock.—*Lakonia,* Cunard Line, about August 6; *Cornishman,* Dominion Line, about August 6; *Orphia,* Anchor-Donaldson Line, about August 16; *Welshman,* Dominion Line, about August 20; *Bothwell,* Canadian Pacific Ocean Services, Ltd., about September 3.

To Manchester.—*Manchester Hero,* Furness, Withy & Co., Ltd., about August 13; *Manchester Merchant,* Furness, Withy & Co., Ltd., about August 20; *Manchester Division,* Furness Line, about August 27.

To Belfast.—*Fanad Head,* Head Line, about August 25.

To Dublin.—*Carrigan Head,* Head Line, about August 3; *Fanad Head,* Head Line, about August 25; *Dunaff Head,* Head Line, about August 30.

To Southampton.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27.

To Cardiff and Swansea.—*Canadian Hunter,* Canadian Government Merchant Marine, Ltd., about August 12; *Canadian Squatter,* Canadian Government Merchant Marine, Ltd., about September 2.

To Cork.—*Carrigan Head,* Head Line, about August 3; *Dunaff Head,* Head Line, about August 30.

To Leith.—*Scatwell,* Thomson Line, about August 7; *Cairnmona,* Thomson Line, about August 14.

To Rotterdam.—*Poland,* Canada Line, about August 10; *Ballygally Head,* Head Line, about August 20.

To Havre.—*Brant County,* Canada Steamship Lines, about August 15; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Scotian,* Canadian Pacific Ocean Services, Ltd., about September 1.

To Hamburg.—*Poland,* Canada Line, about August 10; *Ballygally Head.*—Head Line, about August 20.

To Antwerp.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about August 6; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27.

To Danzig-Libau.—*Poland,* Canada Line, about August 10.

To Naples and Genoa.—*Caserta,* Navigazione Generale Italiana, about August 24.

To Norwegian Ports.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 7.

To South Africa.—A steamer, Elder-Dempster & Co., about August 30.

To Australian and New Zealand Ports.—*Otarama,* New Zealand Shipping Co., Ltd., about August 20; *Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about August 23.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Harmonides,* Houston Line, about August 10; *Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., about August 30.

To St. John's (Nfld.).—*Manoa,* Canada Steamship Line, about August 2; *Mapledawn,* Canada Steamship Lines, about August 9; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., August 19 and September 9.

To India and Far Eastern Ports.—*Hyanthes,* Houston Line, about August 5; *Swazi,* Ellerman-Bucknalls Service, about August 10; a steamer, Canadian Government Merchant Marine, Ltd., about August 31.

To Barbados, Trinidad and Demerara.—*Canadian Beaver,* Canadian Government Merchant Marine, Ltd., about August 10; *Canadian Logger,* Canadian Government Merchant Marine, Ld., about August 24; *Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about September 7.

To Nassau, Kingston and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., about August 16; *Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about September 6.

From Quebec

To Liverpool.—*Vedic,* White Star-Dominion Line, about August 6; *Megantic,* White Star-Dominion Line, about August 13; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about August 13; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about August 20; *Canada,* White Star-Dominion Line, about August 27; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 3.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about August 10 and 24.

To Bermuda, British West Indies, and Demerara.—*Chignecto,* Royal Mail Steam Packet Company, about August 5; *Caraquet,* Royal Mail Steam Packet Company, about August 19.

To LIVERPOOL.—*Digby,* Furness Line, about August 2.

To SANTIAGO (CUBA), KINGSTON (JAMAICA), AND OUTPORTS.—*Nevis,* Pickford & Black Line, August 23.

To ST. JOHN'S, NFLD.—*Digby,* Furness Line, about August 2.

From North Sydney

To ST. JOHN'S (NFLD.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To ST. PIERRE ET MIQUELON.—*Pro Patria,* August 10 and 24.

From Charlottetown

To NEWFOUNDLAND.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., August 3 and 24.

From Vancouver, B.C.

To HONOLULU, SUVA, AUCKLAND, AND SYDNEY.—*Makura,* Canadian-Australasian Royal Mail Line, about August 6; *Niagara,* Canadian-Australasian Line, about September 10.

To NEW ZEALAND AND AUSTRALIA.—*Canadian Importer,* Canadian Government Merchant Marine, Ltd., about August 6; *Waikemo,* Canadian-Australasian Line, about August 15; *Waiotapu,* Canadian-Australasian Line, about September 15; *Canadian Scottish,* Canadian Government Merchant Marine, Ltd., about August 30.

To YOKOHAMA, KOBE, MOJI, SHANGHAI, AND HONG KONG.—*Monteagle,* Canadian Pacific Ocean Services, about September 24.

To KOBE, KARATSU, SHANGHAI, HONG KONG, MANILA AND SINGAPORE.—*Grace Dollar,* Robert Dollar Line, about August 21.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about August 11.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about August 18; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., about September 15.

To LONDON, HAMBURG, ROTTERDAM, AMSTERDAM, AND ANTWERP.—*Kinderdijk,* Royal Mail Steam Packet Company, loading about August 1.

To YOKOHAMA, KOBE, HONG KONG, AND MANILA.—*Tyndareus,* Blue Funnel Line, about August 5.

To KOBE, YOKOHAMA AND SHANGHAI.—*Canadian Exporter,* Canadian Government Merchant Marine, Ltd., about August 5.

To KOBE AND SHANGHAI.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about September 5.

To INDIA.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about August 30.

From Victoria

To YOKOHAMA, KOBE, HONG KONG, AND MANILA.—*Tyndareus,* Blue Funnel Line about August 19.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
- Valparaiso, British Consul General.

Colombia:
- Bogota, British Consul General.

Ecuador:
- Quito, British Consul General.
- Guayaquil, British Consul.

Egypt:
- Alexandria, British Consul General.

India:
- Calcutta, Director General of Commercial Intelligence.

Mexico:
- Mexico, British Consul General.

Panama:
- Colon, British Consul.
- Panama, British Vice-Consul.

Peru:
- Lima, British Vice-Consul.

Portugal:
- Lisbon, British Consul.

Spain:
- Barcelona, British Consul General.
- Madrid, British Consul.

Sweden:
- Stockholm, British Consul.

Switzerland:
- Geneva, British Consul.

Uruguay:
- Monte Video, British Vice-Consul.

Venezuela:
- Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

VOL. XXV. August 8, 1921. No. 914

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Canada's Trade with the United Kingdom, 1910-21
Venezuela as a Market for Products of Canada
Norwegian Competition in Cuban Codfish Trade
Italian Boot and Shoe Market Requirements
Overseas Trade of the United Kingdom, Jan.-June
Business Conditions in the Argentine Republic
Trade Inquiries for: Canned Goods; Flour; Hardware and Tools; Footwear; Box Shooks; Enamelware; Glassware; Oil Lamps; Jewellery; etc., etc.

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(*Minister of Trade and Commerce.*)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

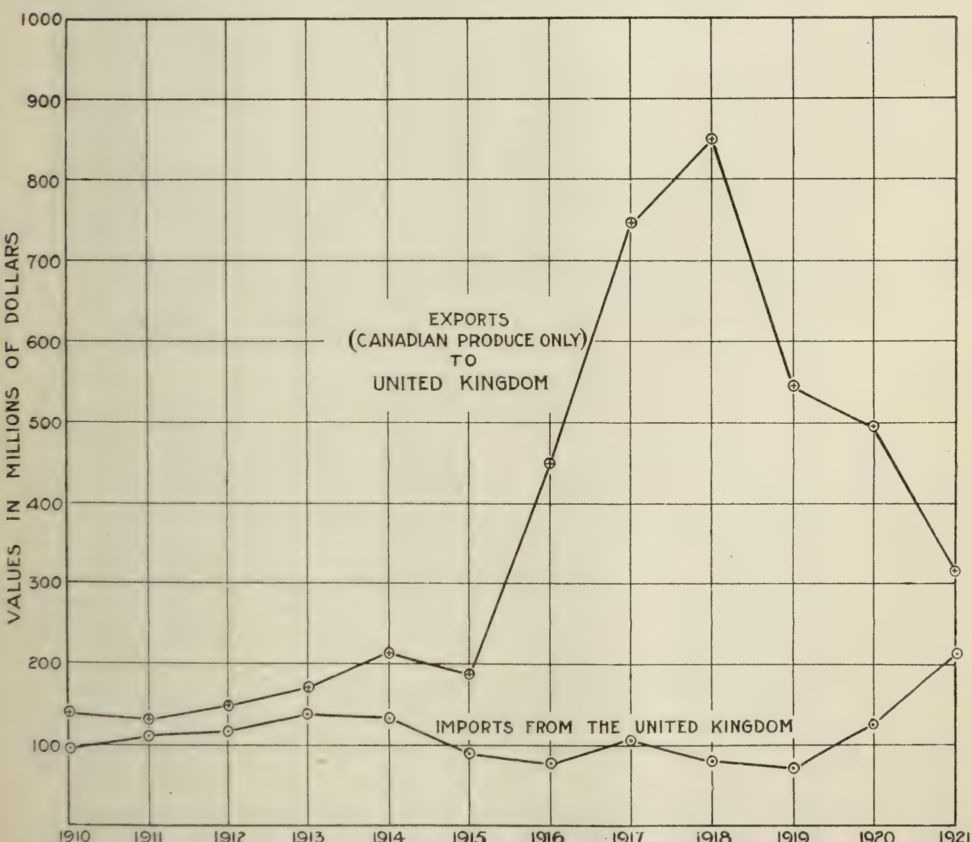
Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, August 8, 1921** **No. 914**

CANADA'S TRADE WITH THE UNITED KINGDOM, 1910-21

This week's graph indicates both the export and import trade of Canada with the United Kingdom for the fiscal years 1910 to 1921. In pre-war days there was a close ratio between the quantities of goods exported to and imported from the United Kingdom, the former always being higher than the latter. Owing to the war, however, the enormous demand for munitions and foodstuffs gave exports a huge preponderance. The imports generally fell until 1919, when they reached the lowest figure since 1910. Since 1919 the imports have tended to increase, as can be seen in the graph, while from 1918 the exports have sharply declined.

(*Fiscal Years Ending March 31 in Each Year Stated*)



VENEZUELA AS A MARKET FOR CANADIAN PRODUCTS

Trade Commissioner H. A. Chisholm

Havana, July 22, 1921.—Venezuela, the most northerly of the South American republics, is closer to Canada and to Europe than any other South American country. its area of 394,000 square miles is inhabited by some 2,800,000 people, or about seven persons to the square mile. This population is composed of Spanish, Indian and negro elements closely intermingled. Pure-blooded Indians are said to number over 300,000 and the remainder are mostly of mixed blood, the pure whites and negros being very few. The language is Spanish, the monetary unit the bolivar ($0.193) or the equivalent of the franc at par, and the legal system of weights and measures is metric.

ECONOMIC AND GEOGRAPHIC DIVISIONS

Venezuela's leading geographic features are the series of low broken mountains dominating the whole of the northern coast, and the huge expanse of plain and forest to the south watered by the Orinoco river and its tributaries. For the business man interested in Venezuelan trade, however, the republic may be divided into three economic divisions, each of which has its own distinct outlets to the sea.

First: the North Central district.—This comprises that part of Northern Venezuela which centres in the capital, Caracas, and which is served by the ports of La Guaira and Puerto Caballo. This portion contains the most important consuming population: 70 per cent of the total imports of the Republic in 1919 were for consumption in this district. About 57 per cent of the total imports for 1919 passed through the custom-house at La Guaira, the seaport for Caracas, and which is connected with the capital by a railway winding for 23 miles over the intervening mountain range. In the cities of Caracas and Valencia are centred most of Venezuela's industrial enterprises such as the chocolate, glass, match, cement, paper, rope, sugar, and cotton industries. Most of the cacao produced in Venezuela is shipped from this district to the United States and France through La Guaira. France and Germany take the greater portion of the coffee produced in this part of Venezuela, which is shipped through Puerto Cabello. La Guaira also ships to France aigrette feathers, and pearls produced by the pearl fisheries of the Island of Margarita.

Puerto Cabello has a large frozen beef plant established several years ago by English interests, and the products of which found good markets in France and Italy. The cattle used in this plant were driven two or three hundred miles over the mountains from the llanos in the interior, but they lost so much weight in the hard, waterless journey, that the beef was of poor quality and could be sold only at very low prices, and in many cases only the hides were exported. There are said to be upwards of 2,000,000 head of cattle in Venezuela. Goat skins as well as hides are exported.

Both La Guaira and Puerto Cabello have excellent communication with Europe. English, Dutch, French, Italian and Spanish steamship companies operate regular freight and passenger services from Europe to these ports. The only steamship communication at present available for Canadian goods to these ports is via the "Red D" Line from New York.

Second: the Lake Maracaibo Region.—All the trade of north-western Venezuela and much from north-eastern Colombia passes through the shallow channel separating the large land-locked Lake Maracaibo from the Caribbean Sea. The port of Maracaibo, situated on the lake of the same name, is second only to La Guaira in commercial importance. Maracaibo's trade, however, is altogether with the United States and Curazao—the little Dutch colony which plays such an important role as a distributing point for this portion of South America. The value of Maracaibo's

exports in 1919 amounted to some 77,000,000 bolivars, and of this total, 63,000,000 went to the United States and 11,000,000 to Curazao. Over 75 per cent of the value of Maracaibo's total exports in 1919 represented some 80,000,000 pounds of coffee shipped to the United States.

Maracaibo is now assuming a vastly increasing importance due to recent oil developments in the territory lying to the south and west of the lake, both in Venezuela and Colombia. This field has proved itself an oil producer that promises to rival seriously the famous Tampico field in Mexico. Many wells flowing large quantities of heavy fuel oil are being continually brought in, and production for the present appears to be limited only by lack of transportation facilities. The competing British and American oil companies are very reticent about their developments in Venezuela, but the writer was informed that one company had in recent months "tanked" from Maracaibo over a million barrels which were sent to their refinery in Curazao.

The port of Maracaibo is the base for oil activities in Venezuela. It is handicapped as an ocean port, however, because only vessels of less than eleven feet draught may pass over the shallows separting the lake from the sea. No European vessels touch this port and only one American line, operating small vessels from New York, has been able to establish a service into Maracaibo. Much of this business is therefore done by transhipment at Curazao, using sailing vessels and shallow draught steamers which ply between the two ports.

Third: The Territory of the Orinoco.—The great plains and dense tropical forests of southern Venezuela may be reached only by travelling up the Orinoco. This is a territory only partially explored and sparsely inhabited except by primitive Indian tribes. Ciudad Bolivar is the base for the Orinoco river trade. It is situated about 240 miles up the river and enjoys good steamship communication with Port of Spain, Trinidad. Practically all its trade is by transhipment at Port of Spain. The foreign trade of Ciudad Bolivar in 1919 constituted only about 7 per cent of the total trade of the republic. Balata and hides are its principal articles of export. Other articles exported are tonka beans (used for the manufacture of chewing tobacco and perfumes), vanilla, chicle, caucho and gold.

For her trade with Orinoco, Canada has the advantage of the direct steamship service of the Canadian Government Merchant Marine with Trinidad. Goods may now be consigned to Ciudad Bolivar direct from Montreal on a through bill of lading for transhipment at Port of Spain.

THE STATE OF VENEZUELAN TRADE

While Venezuelan export trade is, of course, suffering some contraction as a result of world-wide conditions, there are few republics in Latin America whose trade is basically in a more healthy condition. The trade of the country is in the hands of a few strong firms, some of whom have been established for nearly a century. These firms have exercised due conservatism and now find themselves in an extremely healthy condition as compared with the average important firm in some other Latin American countries. The writer was indeed very much impressed with the comparative soundness of Venezuelan business methods. Capable bankers in Caracas expressed the opinion that very few of the more important houses would have much difficulty in weathering successfully the present period of depression. The country is really not seriously overstocked except in some textile lines, and merchants claim that their goods are now selling nicely at prices showing a profit over cost.

A favourable element in Venezuela's trade is that her principal export commodity —coffee—is now showing a tendency to enjoy expanding markets in Europe. France has always been a good market for Venezuelan coffee, and Germany is again absorbing large quantities, much of which is said to be for consumption in Russia and central

Europe. Dutch steamers, which last year were only partially filled on their eastward voyage, are now returning to Europe filled to the water-line with Venezuelan coffee. Every consignment of coffee the writer saw on the docks at La Guaira and Puerto Cabello was marked for Amsterdam, Bremen or Hamburg. This phase of the coffee market is in marked contrast to the contracting markets Europe is affording cane-sugar producing countries, owing to the rapid recrudescence of beet-sugar there. The actual prices now received by the coffee producer in Venezuela are said to average about one half of last year's prices, but even at that the producer is enjoying a moderate margin of profit. Maracaibo, which ships to the United States, is said to be the only port in Venezuela now carrying any considerable stocks of coffee.

The general conditions prevailing in Venezuela's other export trades are said to be stagnant. There are large stocks of hides in the country waiting for higher prices. The large packing plant at Puerto Cabello has been shut down for several months owing to the high prices ruling for cattle on the hoof. Prices for live cattle have been fairly well maintained, and extensive contracts have recently been made for cattle shipments to Cuba. Balata and chicle are continuing to go forward well, but there is little demand for pearls, aigrettes and tonka beans. Venezuela grows her own supplies of sugar and exports several thousand tons of coarse brown sugars and sugar cake (or papelon) to Curazao and to English breweries.

TRADE STATISTICS

The following statistics show the trend of the pre-war foreign trade of Venezuela, and details of trade for the first post-war year:—

Imports from.	1910	1913	1919
United Kingdom	$ 2,874,000	$ 4,139,619	$ 6,784,489
Canada	53,885	202,750	299,240*
United States	3,560,000	7,195,996	24,964,839
France	......	1,133,322	803,284
Germany	2,058,000	2,680,814	......
Holland	......	1,629,059	378,652
Curazao	......	14,678	180,088
Total all countries	$10,932,000	$18,684,045	$35,448,753

* For the fiscal year ending March, 1920.

Exports to—	1910	1913	1919
United Kingdom	......	$ 794,612	$ 3,102,994
Canada	14,026	65,892	404,007*
United States	5,975,000	8,777,785	24,474,419
France	5,535,000	10,259,936	10,762,042
Germany	1,603,000	5,765,562	......
Holland	......	421,997	2,643,200
Curazao	......	512,835	3,570,637
Total all countries	$16,679,000	$30,553,149	$51,733,750

* For the fiscal year ending March, 1920.

Only the approximate total value of Venezuelan foreign trade is as yet available for 1920. The value of the import trade for that year was more than double that for 1919, and about one-half of the total imports were from the United States. The value of Venezuela's export trade for 1920 was about 30 per cent lower than that for 1919, and nearly half of this total trade was with the United States.

Trade statistics for 1919 and 1920 are of very little comparative value, however, as European trade was operating under handicaps which are now being gradually removed. Venezuelan official figures for 1919 show no trace of German trade, yet it is estimated that during the first six months of 1921, the value of the trade between the two countries amounted to 50 per cent of the value of the trade during the first six months of 1913. The United States will undoubtedly continue to hold the leading

position in Venezuelan trade, but the preponderance evidenced by the 1919 figures is being gradually reduced until the pre-war channels will be more or less restored. The United States will probably be found to have made a net gain over her prewar share of Venezuelan trade owing to the success with which American specialties of all kinds have come into use throughout the republic. The large increase in the value of export trade to Curazao is accounted for by the increase in the volume of Maracaibo coffee for transhipment at Curazao. From very small beginnings, Canadian trade has shown a solid increase, due to increased purchases by Canada of Venezuelan coffee, and to a larger trade in Canadian flour.

The above statistics show that during the three years preceding the European conflict, Venezuelan trade showed a remarkable expansion. Her import trade showed a 70 per cent increase in value, while her export trade increased 85 per cent in value.

HOW TRADE IS FINANCED IN VENEZUELA

The marketing of Venezuelan products abroad and the distribution of imported commodities throughout the country is for the most part the work of a few merchant houses, some of whom have been doing business in Venezuela for a century. Most of them are of Italian, German, or Venezuelan nationality, who conduct business more soundly and conservatively than the average Canadian firm. The mortality rate among Venezuelan merchant houses is very close to zero. The average important Venezuelan merchant has his head office in Caracas and covers the entire country either by means of branch houses in Puerto Cabello, Maracaibo and Ciudad Bolivar, or by employing agents in all the important centres. Coffee is, of course, the basis of this business fabric in Venezuela, and the current methods employed may be illustrated by showing how the coffee crop is financed.

As a rule, a contract is drawn up between the merchant and the farmer which pledges the merchant, on the one hand, to advance the funds necessary to finance the farmer's crop, and which obliges the farmer, on the other hand, to sell all the coffee produced on his hacienda in the course of a season to the merchant financing him. Usually, the farmer's entire property is the merchant's pledge for capital and interest. Interest rates are from 9 to 12 per cent per annum, and the farmer, moreover, pays to the merchant a selling commission of 2 per cent on the value of his entire crop. The merchant then disposes of his coffee through his connections abroad. The feature of the most interest to the Canadian exporter is the method usually adopted by the merchant in making his advances. It is very seldom that the farmer gets his entire advance in cash. He normally receives about 60 per cent in cash and the remainder in such supplies as textiles and foodstuffs which are imported by the merchant. The farmer in turn retails these imported necessities at a small profit to his labourers in his own plantation store.

Many merchants combine a banking business with their commercial operations. It is seldom, however, that a season's trade can be financed without the assistance of the legitimate banks. Up to the advent of the Royal Bank of Canada in Caracas in 1916, modern banking methods were unknown in Venezuela. Other foreign banks soon followed, and as a result the merchants have now abandoned much of their banking activities. The Royal Bank is the only Canadian bank operating in Venezuela and numbers among its clients the most important merchants in the country. The writer was expressly told by the chiefs of two of the greatest merchant houses in Venezuela (one Italian and the other German) that they considered the Royal Bank beyond doubt the best and soundest bank in Venezuela. Neither of these firms had imported Canadian goods, and they added that, judging from the satisfactory nature of their relations with Canadian banks, they would only be too glad to buy in Canada goods which could compete in price with American. The splendid reputation our banks have established in Latin America for Canadian business methods, is a very important lever in introducing Canadian goods. Unfortunately, Canadian exporters

have not made serious attempts to follow up this initial advantage, and too often their attempts are so badly made as to discourage further experiments on the part of such customers in buying Canadian goods.

Venezuelan importers are accustomed to from three to six months' credit on their foreign purchases. They dislike being drawn against and prefer to remit at their own time within their credit period. Canadian exporters must be prepared to grant reliable Venezuelan customers their own credit terms. After selecting their agents, with the assistance of the Royal Bank as being the only Canadian organization in Venezuela interested in the development of Canadian trade, Canadian exporters can with perfect safety extend the credit terms such firms usually get from all their European and from some of their American houses.

QUOTATIONS IN UNITED STATES CURRENCY

Owing to the fact that the banks in Venezuela do not receive quotations by wire of the fluctuations of Canadian exchange in New York, it would be advisable for Canadian exporters to make their quotations in United States currency. Cables from New York to Caracas cost three dollars per word and the small amount of Canadian business offering does not warrant the banks spending twenty or thirty dollars a day for wire quotations on Canadian exchange. The Royal Bank in Carcacas makes a flat Canadian discount rate of 10 per cent. When the Canadian dollar is at a 14 per cent discount in New York, the Canadian exporter who quotes a Carcacas in Canadian funds, only gets a 10 per cent discount, and the 4 per cent difference may be sufficient to lose him prospective business. In making quotations to Venezuela, therefore, the Canadian exporter should give his prices in United States currency, making full allowance for current discount rates.

When the writer was in Venezuela, bolivars were quoted at from 6 to 6.70 as compared with the normal 5 for the American dollar, Venezuelan drafts in New York being quoted at a 20 to 30 per cent discount. Owing to the prohibition of the export of gold from Venezuela, American notes command a premium over gold. In La Guaira, the writer was offered only $29 in United States treasury notes for $35 in American gold. [The next instalment of Mr. Chisholm's report on Venezuela will deal with the tariff and invoice requirements.]

NORWAY MAKING STRONG EFFORTS TO CAPTURE CUBAN CODFISH TRADE.

Trade Commissioner H. A. Chisholm

Havana, July 15, 1921.—The following notes on recent developments in the Cuban codfish market are intended as a S.O.S. call to the Canadian codfish industry interested in this market. During the past week the writer has received several warnings that the Canadian codfish trade with Cuba is in imminent danger. Norwegian interests are preparing a strong offensive, and at the present time are offering their (superior) qualities of cod at prices 50 to 75 cents per box lower than Canadian exporters. The trade in Havana is being actively canvassed by representatives sent out from Norway, with instructions that every means must be taken to re-establish Norwegian cod in the Cuban market. It seems that Norwegian fishery products have been dealt a severe blow by the new Spanish retaliatory tariffs on Norwegian products, and the industry is now turning to Latin-American countries and particularly to Cuba.

PREWAR AND WAR TRADE

Before the war, Canadian cod was just about holding its own in Cuba in competition with Norwegian and Scottish fish. The Norwegian and Scottish fish dominated the Havana market, while Canadian cod, owing to the direct steamship service main-

tained by the Pickford and Black company between Halifax and Santiago, dominated the market in the eastern end of the island. Cuban Government statistics for 1911 and 1912 show that Canada had approximately one-third of the Cuban codfish trade, while the United Kingdom and Norway had about equal proportions. Cod importations into Cuba for those years and for 1915-16 and 1916-17 were as follows:—

		1911	1912	1915-16	1916-17
Canada	Pounds	6,076,493	6,035,637	10,509,894	13,859,946
United States	"	411,939	750,660	10,895,468	8,454,370
United Kingdom	"	6,273,580	5,872,508	380,666	378,017
Norway	"	5,886,668	5,156,470	7,804,766	737,651
Total all countries	"	18,768,468	18,003,975	29,629,732	23,484,288

It will be noted that the United States had a very small share of the prewar business, the United Kingdom and Canada about tieing for first place, with Norway very close behind. As the war progressed, the United Kingdom and Norway were unable to make shipments, thus leaving the market to the United States and Canada, with Canada developing a dominant position. During the war, Canadian cod for the Havana market was shipped via Boston.

POST-WAR TRADE

The following are figures of the monthly importations of cod into Cuba for the post-war period:—

IMPORTS OF DRIED CODFISH INTO CUBA IN BOXES OF 100 POUNDS

From	1919			1920				1921			
	U.S.	Canada	Total	U.S.	Canada	Norway	Total	U.S.	Canada	Norway	Total
January	7,429	21,428	31,042	1,165	7,419	....	8,584	400	10,808	100	11,308
February	6,684	13,443	20,127	600	4,317	....	4,917	1,121	8,258	2.157	11,536
March	494	2,071	2 565	8,199	12,184	....	24,148	2,720	7,808	3,032	13,560
April	1,379	1,225	2,604	660	9,975	....	10.635	2,016	8,771	4,952	15,739
May	4,299	6,731	11,030	2,597	2,125	....	4,722	209	4,723	253	5,185
June	2,012	11,212	13,224	1,770	1,211	....	2,981	....	....	....	....
July	3,942	4,765	8,707	....	1,200	....	1,200	....	....	....	....
August	4,513	5,401	9,914	....	....	....	....	....	....	....	....
September	1,142	3,999	5,141	....	....	2,310	2,310	....	....	....	....
October	....	....	5,585	1,945	1.733	3,798	7,476	....	....	....	....
November	....	....	11,578	1,150	4,218	2,450	7,818	....	....	....	....
December	....	....	10,000	2,504	4,756	5,301	12,570	....	....	....	....
Total	31,894	70,275	131,517	20,590	49,147	13.859	87,361	6,466	40,368	10,494	57,328

Note.—Japan shipped 2,185 boxes in January, 1919, and 3,765 boxes in March, 1920.

These statistics show that Canada has increased the dominant position she gained in the trade during the war. About the middle of 1920, importations were impeded by the abnormally congested condition of Havana harbour, and by the moratorium. On resumption of activity of cod importations toward the close of 1920, Norway came into the market seriously for the first time in three years. Her shipping connections were very uncertain and her prices were high, but the Cubans were so glad to see Norway's choice "bacalao" back on the market that fairly large shipments were disposed of at good prices. At the moment of writing, Norwegian quotations of $10 per box have been received, while the Canadian price is around $10.75. And commencing in September, Norway will have two steamers per month sailing direct from Norway to Havana via Philadelphia. Her greatest difficulty—that of direct and regular sailings—will thus be solved. Thus Canadian cod faces a serious contest for the Havana trade. To retain this trade, the Canadian industry must not lose a moment in giving its best attention to the following features, stressed by all the Cuban importers vitally interested in Canadian cod.

APPEARANCE OF CANADIAN COD

Havana agents of Canadian exporters say that they have been for years trying to persuade their shippers to remove the black nape from the cod which is sent to the island. It is understood that many Canadian fish are now white nape, and that as a matter of fact merchants in Halifax for some years back have been offering fishermen a higher price for white nape cod in order to induce them to make them all white nape. This it is believed is gradually being accomplished. Those fishermen who still persist in curing cod with black napes are, it seems, responsible for the continuance of the complaints to which reference is here made. Both Norwegian and Alaska cod are white nape, and the Cuban is willing to pay more for it. Importers estimate that the removal of the black nape would add a value of 50 cents per case to Canadian code in the Cuban market. It is sound business to comply with importers' requirements in this respect.

Compared with Norwegian and Alaskan packs, Canadian cod does not in all cases present as clean an appearance. It appears that both these varieties are washed and scrubbed of all foreign matter before they are packed, and that clean white salt is used for curing. On the other hand, it seems that Canadian fish is not in some cases so carefully washed, and that a coarser salt is employed.

CURING

It is stated that both Norwegian and Alaska packs stand up better in tropical climates than Canadian. Cod for tropical markets must be hard cured. An importer in Havana who spent some time in Halifax with his shipper, said that in the Halifax warehouse he marked several fish in boxes destined for Havana, which were then as hard as rock, but which, after lying a short time in his Havana warehouse, became quite soft and commenced to deteriorate. Both Alaska and Norwegian cod arriving about the same time in the same warehouse kept their firmness. Norwegian fish is nearly all sun-cured, it is said, while the excellent quality of Alaskan fish now appearing on the market is kiln dried. It is the opinion in Havana that Nova Scotia packers should give their cod more artificial curing. The Norwegian cod not only is harder, but consumers state that its flavour is superior to that of the Canadian, and that there is more juice in it than in either Alaskan or Canadian.

PACKING

There are no complaints on the score of Canadian packing. The fish are well packed in strong, well-nailed boxes, and compare favourably with competing methods. Norwegian marking is, however, branded or burned on the boxes, and this method is preferred in Havana to the Canadian method of stencilling.

SHIPPING FACILITIES

Canadian cod exporters to Cuba enjoy distinct advantages in their proximity to the market and in the existence of a fast and regular steamship communication via Boston. An importer in Havana may wire to his shipper in Halifax for 1,000 cases of codfish, and he is tolerably certain that within two weeks his consignment will be on the docks in Havana, with the possibility that the shipment may arrive within ten days. A United Fruit Company steamer leaves Boston every Thursday direct for Havana, and the importer knows that he is not price-speculating when he orders from Halifax, as his shipment will probably arrive before any considerable change can take place in the market price. During the winter months particularly, he has the added advantage of the direct Halifax-Havana service of the Canadian Government Merchant Marine at rates cheaper than via Boston.

Both Norwegian and Alaskan fish are handicapped by the long haul to the Cuban market. Norwegian fish may be shipped to Havana by one of three routes: direct by Norwegian steamers via Philadelphia, via Hamburg, and via New York. Any one of these routes will require four to six weeks to complete the shipment, and moreover, the exporter does not know when his shipment will arrive. Freight rates via Hamburg and New York are now about $1.50 per box and by direct line $1.32 per box, as compared with rates for Halifax shipments of $1.42 per box via Boston and $1.05 per box direct from Halifax. Shipments of Alaskan fish from San Francisco, however, are charged about $2 per box—a very high charge.

It is estimated that Boston shipments cost the Halifax cod exporters from $50,000 to $100,000 in 1920. The Canadian Government Merchant Marine could get practically all this business if a regular fortnightly service were put in operation between Halifax and Havana, and thereby the Nova Scotian fishing industry would derive an immense advantage over all competitors.

CONCLUSION

While the Canadian codfish market in the eastern end of the island does not appear to be in any danger, owing to the absence of steamship communication to Santiago for Norwegian and Alaskan fish, the Canadian market at Havana is in serious danger unless prompt and energetic measures are taken at once to meet Norwegian competition. One of the largest Havana importers of Canadian fish stated that if Norwegian cod undersold Canadian cod for the remainder of 1921, the Canadian market in the western end of the island was gone for good. The writer necessarily confesses to a very limited knowledge of the codfish industry, but common sense would suggest that some such measures as the following might be taken to meet the Norwegian competition.

In the first place, Canadian c.i.f. quotations must be lowered at once to a price of from 50 cents to $1 per case below Norwegian prices, no matter how low the Norwegian quotations may be put in the endeavour to kill Canadian trade. In the second place, concerted action should be taken to improve Canadian methods of cleaning and curing cod. In the third place, if it is possible, efforts should be made to improve existing steamship communication, by creating a regular and dependable fortnightly service between Halifax and Havana. If any one of these three expedients is adopted, Canadian cod will hold its own in the Havana market. If all three can be adopted, Canadian cod will drive out all competitors. If none of these expedients are adopted, Canadian cod will probably be driven out of the Havana market before the end of this year.

The writer does not wish to adopt an alarmist attitude, but the fact remains that Cuban importers vitally interested in Canadian cod have developed an alarmist attitude, because they see the possibility of their valuable Canadian connections becoming valueless. The writer, therefore, hopes that the foregoing remarks may result in Canadian fishing interests taking steps to prevent the possibility of Canada losing even a portion of a trade worth (according to Canadian statistics) during the fiscal year ending March 31, 1921, nearly $1,400,000 to Canadian exporters.

THE NEW PREFERENTIAL TARIFF OF ANTIGUA

The new preferential tariff as provided for in the Canada-West Indies trade agreement of June, 1920, has gone into effect in Antigua. The preference in Antigua on goods imported from Canada, as compared with imports from foreign countries, is 33⅓ on nearly all commodities. A more detailed statement regarding Antigua's new tariff will be given in next week's issue of the *Weekly Bulletin.*

THE ITALIAN BOOT AND SHOE MARKET

Trade Commissioner W. McL. Clarke

Zürich, July 1, 1921.—Italy's requirements of boots and shoes are met partly by home production and partly by importation from abroad. There are altogether some 359 so-called shoe manufactories in the country, the greater majority of which employ some three, four or five operatives and hand-make shoes according to ordered measurements. During the war, however, a decided stimulus was given to large-scale production of boots and shoes in Italy, and the shoe manufacturers, aided by the Government in the securing of the necessary raw material and in the disposal of their finished products, greatly strengthened their position. It is estimated that the Italian shoe industry is now capable of turning out some 15,000,000 pairs of shoes a year if all the factories are worked to capacity. At present, however, this industry, like others in the country, is experiencing a depression, although an improvement in the demand is naturally anticipated. Once prices are stabilised, the Italian factories in all probability will be an important, in fact the most important source in supplying the wants of the Italian purchaser from among the ordinary wage-earning class.

QUANTITIES IMPORTED

The more well-to-do people in Italy, however, will continue to buy hand-made shoes or else the imported article. In 1913, Italy bought in foreign countries, 1,280,325 pairs of shoes; in 1914, 1,043,919 pairs; in 1918, 1,178,835 pairs, in 1919, 1,215,946 pairs; and in 1920, 817,602 pairs. The countries which contributed in 1920 were the United States with 492,652 pairs. Switzerland with 211,325 pairs, Great Britain with 59,158 pairs, France with 43,455 pairs, and other countries with 11,012 pairs. The proportionate imports for 1920 may be said to be representative, the United States being the principal supplier, followed by Switzerland, the United Kingdom and France. The figures given above refer to shoes made from leather and do not include rubber shoes, whose importation in 1920 was nearly four times that of 1913, or 185,000 pairs against 50,000 pairs for the last pre-war year. Here again the United States leads in imports and is followed by Great Britain and France.

In estimating the potentiality of the Italian market for Canadian shoes consideration should be given to the following facts:—

PEASANT FOOTWEAR

(1) A great number of Italians, chiefly from among the peasant class, seldom wear any boots or shoes such as we know them in Canada, but use what are called "zoccoli", that is soles made of wood and shaped like the sole and heel of a leather shoe except that the forward part of the sole is fitted with a wooden cleat. This footwear is fastened to the foot by a strap of leather or canvas around the toes but left loose at the heels. with the result that the "zoccoli" flop at each step. Such are the typical peasant shoes throughout Italy. To supplement this type is the cloth shoe with a hemp or rope sole, something after the model of our carpet slippers in Canada. These are also extensively used by the agricultural class particularly in the north-east part of the country.

THE QUALITY OF ITALIAN SHOES

(2) The Italians themselves, as intimated above, have built up a considerable boot and shoe industry, which, though qualitatively is far from satisfactory according to Canadian standards, nevertheless, by catering to the tastes of the market, presents a very formidable competition to actual or would-be suppliers. The Italian factory shoe is neither generally very well made nor does it possess good wearing qualities, as, for example, do the Swiss shoes of nearby manufacture. The sole of the Italian shoe is frequently not well turned and soon the stitches disappear and the upper and the sole come apart. But despite this not infrequent faulty construction, Italian shoes sell well because of style and because of lower price.

HAND-MADE SHOES

(3) Practically all those Italians whose means allow it buy shoes made to order. Though the proportion of this class to the total number of buyers is naturally small, yet not a few high-quality shoe makers are employed in every large Italian city for meeting this constant demand.

UNITED STATES LARGEST SUPPLIER

(4) The United States is the largest supplier of Italian imported requirements in boots and shoes. The reasons for the success of American manufacturers in the Italian market are mentioned in the following paragraphs.

STYLE OF SHOE ESSENTIAL

(5) Attention to the style of the shoe for the Italian market is most important. For women as a rule high heels and stubby toes are in preference, while men's shoes likewise are built not on the popular elongated Canadian last but on a broader and rounder form. Moreover the combination style of suede, cloth or different coloured leathers in the same shoe has a general attractiveness for the Italian purchaser. Well-dressed men and women are often seen wearing what to us would be the most fantastic kind of shoe, but which to them is the height of good taste. Of course it is to be admitted that the American shaped shoe can be obtained in many of the big shops, but it is not the introduction of this kind of shoe but rather the making of the typical Italian, or one might almost say continental model, by United States manufacturers, that has led to the success of the American boot and shoe business in Italy. Some of the more ordinary types of boots and shoes appreciated in Italy are reproduced on next page.

SHOP ADVERTISING

(6) A further contribution to the success of the American boot and shoe trade in Italy has been the manner in which the selling campaign has been carried on. Two well known United States firms have their up-to-date stores in some of the principal cities of the peninsula, where artistically arranged windows show off in true trans-Atlantic style the boots and shoes imported from the United States. Other big shoe shops carrying American shoes feature the American products by special window advertising. It is evident that the United States manufacturers have launched out in no mean way in this market and commensurate with their effort has been their attainment in building up such an important business.

SIZE OF SHOES

(7) Not only in design has the United States manufacturer been anxious to suit the Italian taste, but in many instances he has been prepared to size the shoe intelligently to the purchaser. The Italian does not ask for a 5 or 6½ shoe as we do in Canada, but for a 38 or 40, etc., as the case may be. Attention to this detail in marking the size of the shoe on the sole is a feature to be considered in exporting shoes to Italy. A comparison of the Canadian and Italian sizes may be of interest:—

	Boys				Children				Girls			
Canadian..	8½	9	9½	10	10½	11	11½	12	12½	13	13½	1
Italian..	25⅓	26	26⅔	27⅓	28	28⅔	29⅓	30	30⅔	31⅓	32	32⅔

			Youths				Misses					
Canadian..	9	9½	10	10½	11	11½	1	1½	2	2½	3	3½
Italian..	26	26⅔	27⅓	28	28⅔	29⅓	32⅔	33⅓	34	34⅔	35⅓	36

						Men and Women								
Canadian..	2½	3	3½	4	4½	5	5½	6	6½	7	7½	8	8½	9
Italian..	34⅔	35½	36	36⅔	37⅓	38	38⅔	39⅓	40	40⅔	41⅓	42	42⅔	43⅓

CANADIAN REPRESENTATION NECESSARY

(8) A successful Canadian business can be best worked up by the Canadian manufacturer's determination to cater to the taste of the Italian market and by his willingness to assist his Italian representative once he has been fortunate enough, through personal meeting if practical, in securing the right kind of agent or large selling medium. For developing a boot and shoe business the writer would recommend the second alternative.

ITALIAN TARIFF

It may be noted that the Italian tariff on boots and shoes is 2 lire (gold) per pair.

ILLUSTRATIONS OF BOOTS AND SHOES POPULAR IN ITALY

No. 1. In black kid with patent toe; in patent (lower part) and black kid; in patent (lower part) and black cloth; in all suede; in tan (lower part) and tan cloth top.

No. 2. In patent (lower part) with upper in cloth, or suede. Note high heel of 25 cm.

No. 3. In black kid and patent toe, in all kid, in all patent, in box calf tan, in white suede. Heel of 20 cm.

No. 4. In black, tan (box calf and kid), and in white canvas or suede. Heel 30 cm.

No. 5. In patent (lower part) with upper in tan coloured cloth, or in light grey cloth, or in black cloth, or in dark grey, or in olive coloured suede.

No. 6. In black kid with patent toe, and in box calf (black or tan).

No. 7. In black patent, kid or box calf.

OVERSEAS TRADE OF THE UNITED KINGDOM, JANUARY TO JUNE, 1921

Trade Commissioner Harrison Watson

HOW THE COAL STRIKE DAMAGED OVERSEAS TRADE

London, July 13, 1921.—Preliminary to dealing with the figures for the half-year's trade, which are made available by the issue of the June statement, attention can well be directed to the havoc caused by the coal strike and the resulting paralysis to trade and industry generally, and to the overseas commerce of the country, by analyzing the figures of the second quarter, April to June, inclusive, because this period practically coincides with the duration of the strike.

The immediate effect, as is shown by the detailed figures which follow, was to more than cut in half the value of the total trade of the second quarter of 1920, which, after making allowance for the considerable reduction in prices which has taken place, is a most disastrous showing. When one considers the importance of the re-establishment of export trade, the position whereby this was reduced by 58·5 per cent in the quarter is still more unfortunate, with an equally serious crumbling in re-exports.

	Second Quarter (April-June) 1920	Second Quarter (April-June) 1921	Decrease	Percentage Reduction
Imports	£503,809,674	£264,486,293	£239,323,381	47.5
Exports (British)	341,923,464	141,108,241	200,815,223	58.5
Re-exports	60,800,425	22,838,262	37,962,163	62.4
Total	£906,533,563	£428,432,796	£478,100,767	52.7

The progressive nature of the blow dealt to the prosperity of the country by the action of the extremists among the miners and their associates is aptly illustrated by the steadily declining figures of British export trade during the three months, in comparison with the position in the previous year, as shown in the following table:—

	1920	1921	Percentage reduction
	April	April	
Exports (British)	£106,251,692	£59,867,585	43.7
Re-exports	20,407,419	8,523,662	58.2
Total Exports	£126,659,111	£68,391,247	46.0
	May	May	
Exports (British)	£119,319,422	£43,088,418	62.5
Re-exports	20,269,078	7,231,836	64.5
Total Exports	£139,588,500	£50,320,254	63.9
	June	June	
Exports (British)	£116,352,350	£38,152,238	67.4
Re-exports	20,123,928	7,082,764	64.3
Total Exports	£136,476,278	£45,235,002	66.8

It further seems opportune to record that, while in June exports of British coal fell from approximately £8,000,000 of a year back to the miserable figure of £12,677, the same month signalized the appearance in the imports of an item of over £5,000,000 in foreign coal, representing 1,390,824 tons, a quantity which probably exceeds the importation of all coal brought into this country during several centuries under normal conditions.

The causes and progress of the dispute are so generally known that it is unnecessary to say more here than that while the result has happily been a defeat for anarchy and revolution, labour has been granted a profit-sharing scheme which, if intelligently taken advantage of, should be of great future benefit.

By this time it must be evident to all that the prohibitive cost of coal—the foundation of British industries—resulting from the excessive wages which were paid under war conditions, spelled ruin for all, whether representing capital or labour, and while many difficulties are still to be encountered in the painful process of scaling down, it is to be hoped that the saner counsels which have prevailed in the mining industry will give the lead to the acceptance of similar reductions in other branches of organized labour.

While general relief is felt by the whole community at the termination of this internecine struggle, and it is certain that with the end of the deadlock there must be a certain improvement in the general situation, it is almost equally certain that the position created was so serious that a return to anything approaching satisfactory conditions must be slow.

Prices, while marking a large decline from the summit attained a year ago, still remain at a level which must hinder active trading, for, according to a recognized authority like the *Economist,* the index number of wholesale prices at the present time still shows an average rise of 88 per cent over the figure of July, 1914, while retail prices, according to the official *Labour Gazette* for July, remain at a much higher level, namely 119 per cent.

Upon the other hand, although the market is still heavy with accumulated stores of certain food products, minerals, and other commodities which are mainly a legacy of war conditions, stocks of many goods must be comparatively light, more especially as the importation of raw materials has fallen so greatly in recent months.

The possibility of a settlement of the Irish question, supplemented by the gradual restoration of order in Europe which seems to be in sight, greatly brightens the horizon, if only that it should bring a bettering in the financial and economic conditions of many countries whose existing position has become a heavy burden upon the world, and help to stabilise the exchanges.

In the few days that have elapsed since the coal strike ended, the restoration by the railways of the ordinary train service, and other unloosening of restrictions, are already commencing to slightly lessen the unemployment which has perhaps been the most pathetic result of the recent labour troubles.

THE HALF-YEAR'S FOREIGN TRADE

The immediate impression gained from a comparison of the six months' trade with the corresponding half-year of 1920, is how much better the results are than they were during the second quarter alone, as far as exports of British goods are concerned

	First Six Months 1920	First Six Months 1921	Decrease	Per centage
Imports..	£1,033,037,703	£571,691,493	£461,346,210	44.6
Exports (British)..	637,466,884	368,895,027	268,571,857	42.1
Re-exports..	135,891,048	49,685,689	86,205,359	63.4
Total..	1,806,395,635	990,272,209	816,123,426	45.2

Were it not that the result is largely due to the abnormal reduction in the receipts of raw materials, the substantial decrease (amounting to £106,008,046) in the excess of imports over exports in comparison with the first six months of last year would be hailed with general satisfaction, but in any case the position is somewhat noteworthy. The excess of imports over exports during each month of the present year is as under:

1921	Imports	Total Exports	Excess of Imports over Exports
January..	£117,050,783	£102,711,213	£14,339,570
February..	96,973,711	76,226,034	20,747,677
March..	93,741,654	75,696,966	18,044,688
April..	89,995,504	68,391,247	21,604,257
May..	86,308,308	50,320,254	35,988,054
June..	88,182,481	45,235,002	42,947,479
Totals..	572,252,441	418,580,716	153,671,725

According to the Board of Trade summaries, the reduction in imports (mainly in raw materials required by British industries) exceeds two-thirds of the value of the 1920 imports, and the result would have been still worse were it not for the importation of foreign coal already referred to.

The falling away in the value of wholly manufactured goods imported, is, however, proportionately much in excess of the falling away in foodstuffs, and to that extent the position was satisfactory.

As previously suggested, the most disastrous feature of the situation is the heavy reduction in the value of United Kingdom products exported, which dropped from £637,466,884 to £368,895,027 or by £268,571,857.

As illustrative of the heavy blow dealt to representative British industries, the following returns for the first half-year of 1920 and 1921 have been extracted from the official tables, and are supplemented by the exports of coal.

EXPORT OF BRITISH GOODS

Nature of goods		First Six Months 1920	First Six Months 1921
Iron and steel and manufactures thereof..	Tons.	1,652,688	871,949
	£	57,707,485	38,150,482
Cotton manufactures and yarns..	£	195,536,465	94,415,882
Woollen and worsted yarns and manufactures..	£	68,803,315	32,156,468
Silk and silk manufactures..	£	2,725,844	1,260,286
Boots and shoes of leather..	doz. prs.	396,791	175,049
	£	3,313,343	1,249,306
Chemicals, drugs, dyes and colours..	£	18,972,213	11,035,683
Leather and manufactures thereof..	£	7,010,938	2,088,729
Coal..	Tons.	14,431,533	6,025,448
	£	54,900,469	15,533,560
Coal shipped for the use of steamers engaged in foreign trade..	Tons.	6,712,217	4,071,043

This obviates the necessity of reproducing the summaries in full details, but the statistics under the classified headings were as follows:

TABLE OF IMPORTS, EXPORTS AND RE-EXPORTS, ACCORDING TO THE BOARD OF TRADE CLASSIFICATION

(a) Imports, Value c.i.f.

	1913	1920	1921
Food, drink and tobacco..	£138,805,344	£381,221,859	£302,152,262
Raw materials and articles mainly unmanufactured.	137,985,945	424,304,117	131,895,339
Articles wholly or mainly manufactured..	100,614,981	226,037,509	136,047,071
Animals, not for food..	229,161	188,031	203,843
Parcel post, non-dutiable articles..	1,110,569	1,286,187	1,392,978
Total..	£378,746,000	£1,033,037,703	£571,691,493

(b) Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.

	1913	1920	1921
Food, drink and tobacco..	£ 14,138,665	£ 25,321,521	£ 18,093,225
Raw materials and articles mainly unmanufactured.	32,348,617	81,813,702	24,878,545
Articles wholly or mainly manufactured..	205,843,095	521,703,659	319,229,784
Animals, not for food..	788,670	1,902,700	1,814,949
Parcel post..	3,941,504	6,725,302	4,878,524
Total..	£257,060,551	£637,466,884	£368,895,027

(c) Exports of Foreign and Colonial Merchandise, Value f.o.b.

	1913	1920	1921
Food, drink and tobacco..	£ 8,020,393	£ 22,632,938	£ 13,292,777
Raw materials and articles mainly unmanufactured.	35,811,186	85,866,522	23,242,304
Articles wholly or mainly manufactured..	15,192,894	27,354,508	13,071,073
Animals, not for food..	26,361	37,080	79,535
Total..	£ 59,050,834	£135,891,048	£ 49,685,689

Imports from Canada

Advantage is taken of the fact that the Board of Trade continues to publish monthly returns of the imports of the principal foodstuffs, to reproduce the statistics in cases which relate to products which are furnished by Canada.

While there has been a reduction of about £80,000,000 in the value of "Food, drink and tobacco" brought in, in comparison with the first half of 1920, about 50 per cent of this represents fall in prices.

Upon the whole, and in cereals in particular, Canada has every reason to be satisfied with the results, because these, and also flour, show a marked increase over last year. A falling away in bacon shipments was to be anticipated from the position ruling, but hams have made a small advance. A notable item in the list is 4,440 cattle, more than half of which were landed in June, recording the resumption of this trade after a lapse of several years.

There has been a considerable decline in the receipts of both butter and eggs, which was to be expected from the lower prices realisable in this country, but cheese consignments have been well maintained.

Heavy decreases took place in imports of lumber of all kinds, and also of paper from Canada, but receipts of wood pulp were greater.

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM DURING THE SIX MONTHS ENDED 30TH JUNE, 1920 AND 1921

	1920		1921	
	Quantity	Value	Quantity	Value
1. *Wheat*—	Cwts.		Cwts.	
Total imports	48,288,500	£54,544,723	36,779,600	£36,368,803
United States	11,851,100	14,732,902	16,988,800	16,798,038
Australia	13,250,400	11,732,326	9,655,900	9,641,448
British East Indies	......	......	2,157,100	2,374,299
Canada	3,551,600	4,687,213	3,626,900	3,562,576
2. *Wheat Meal and Flour*—				
Total Imports	5,222,118	9,087,818	7,046,592	9,324,588
United States	3,494,400	6,178,468	3,232,987	4,156,111
Canada	878,200	1,621,880	2,786,705	3,727,540
3. *Barley*—				
Total imports	4,188,000	5,062,115	5,103,392	4,368,549
United States	2,339,500	2,899,350	3,342,300	3,033,985
Canada	751,100	842,589	865,600	601,460
4. *Oats*—				
Total imports	2,517,200	2,378,693	4,383,445	2,398,509
Argentine Republic	2,302,400	2,157,324	1,996,100	1,044,195
United States	129,800	130,822	359,500	214,879
Canada	47,800	49,941	1,492,400	789,353
5. *Maize*—				
Total imports	16,143,100	13,405,244	15,202,023	8,624,006
Argentine Republic	14,643,300	12,062,371	4,224,500	2,574,661
United States	792,900	777,060	5,309,000	2,849,180
Canada	166,100	138,707	482,800	251,978
6. *Bacon*—				
Total imports	2,939,911	26,157,308	2,833,641	23,714,352
United States	2,009,941	17,548,735	1,261,702	9,245,968
Denmark	268,908	2,683,555	831,933	8,327,488
Canada	628,681	5,645,030	491,740	3,892,042
7. *Hams*—				
Total imports	150,558	1,381,149	420,534	3,044,144
United States	125,068	1,148,349	386,064	2,800,344
Canada	20,519	181,849	29,861	208,221
Total imports	1,057,785	£14,745,747	2,145,705	£27,912,013
New Zealand	239,884	3,312,452	526,182	6,576,828
Denmark	436,171	6,300,790	570,543	7,219,967
Argentine	53,341	712,885	302,935	4,160,583
Victoria	71,458	938,731	374,987	5,019,444
New South Wales	70,234	927,845	142,893	2,031,240
Canada	24,477	351,417	12,237	184,420
9. *Cheese*—				
Total imports	1,310,853	9,607,522	1,255,893	8,677,205
New Zealand	699,000	5,104,455	808,601	5,786,138
Netherlands	100,290	627,133	78,309	494,688
United States	50,794	678,480	1,732	11,498
Canada	24,477	351,417	12,237	184,420

IMPORTS OF CERTAIN PRODUCTS INTO THE UNITED KINGDOM, ETC.—*Concluded.*

	1920 Quantity	1920 Value	1921 Quantity	1921 Value
10. *Eggs*—	Gt. Hunds.		Gt.Hunds.	
Total imports	3,049,668	4,485,423	4,340,321	4,752,612
Denmark	1,548,209	2,613,910	2,354,919	2,722,189
Egypt	565,398	596,073	391,647	311,266
Netherlands	22,071	30,160	355,741	423,605
Canada	67,048	113,276	32,412	38,904
11. *Canned Salmon*—	Cwts.		Cwts.	
Total imports	499,450	4,155,384	246,451	2,103,874
United States	239,351	1,914,040	97,534	850,036
Canada	74,643	570,207	72,308	577,246
12. *Canned Lobsters*—				
Total imports	6,809	162,261	9,206	142,224
Newfoundland and Coast of Labrador	20	416	908	10,105
Canada	6,757	161,525	8,084	128,130
13. *Flax Seed (or Linseed)*—	Tons.		Tons	
Total imports	190,163	8,688,108	210,203	3,846,595
Argentine	136,738	5,777,630	187,702	3,289,002
British East Indies	34,927	1,604,615	14,929	395,157
Canada	2,143	213,540	532	16,662
14. *Paper, Printing, not Coated, and Writing Paper in Large Sheets*—				
Total imports	1,243,480	2,766,987	1,196,756	2,427,709
Sweden	220,819	410,519	243,253	484,932
Norway	343,659	789,421	89,614	209,145
Newfoundland and Coast of Labrador	100,945	268,294	247,430	479,922
Canada	102,882	182,135	5,193	15,622
15. *Paper, Packing and Wrapping, Including Tissue Paper*—				
Total imports	2,382,595	6,398,701	480,539	1,336,852
Sweden	1,183,927	3,091,615	171,775	451,771
Germany	101,609	288,719	73,878	203,243
Norway	581,063	1,625,062	63,575	193,842
Belgium	52,980	215,599	37,712	137,821
Canada	79,593	192,045	10,381	24,750
16. *Wood and Timber, Hewn, Hard, other than Mahogany*—	Cub. ft.		Cub. ft.	
Total imports	1,074,502	682,439	936,058	456,219
United States	285,573	153,989	234,456	130,140
British East Indies	105,303	109,564	168,735	114,912
Canada	204,724	79,866	63,143	17,380
17. *Wood and Timber. Hewn, softs*	Loads.		Loads	
Total imports	80,103	1,102,689	61,719	556,558
United States	43,861	630,565	30,697	321,495
Norway	9,130	104,269	11,210	112,077
Sweden	19,673	221,885	8,057	65,778
Canada	4,667	88,674	618	11,563
18. *Wood and Timber, Sawn, Hard, other than Mahogany*—	Cub. ft.		Cub. ft.	
Total imports	6,737,834	4,603,758	3,272,550	1,846,420
United States	3,368,477	2,102,278	1,620,977	867,602
British East Indies	1,531,336	1,609,833	353,339	297,220
Canada	1,056,522	301,822	238,094	84,364
19. *Wood and Timber. Sawn, Soft*—	Loads.		Loads	
Total imports	1,283,436	15,956,584	426,776	4,217,459
Sweden	543,921	6,435,605	124,643	1,339,040
United States	159,697	2,874,177	39,490	553,498
Canada	290,359	3,324,672	68,900	629,835
20. *Wood Pulp, Mechanical, Wet*—	Tons.		Tons	
Total imports	217,856	2,781,722	111,222	1,375,071
Norway	175,671	2,080,178	89,222	1,071,253
Canada	10,460	208,270	21,217	292,355
21. *Animals, Living, for Food*—	No.		No.	
Total imports	......	......	26,809	1,259,122
United States	......	......	22,369	1,046,031
Canada	......	......	4,440	213,091

TRADE NOTES FROM AUSTRALIA

C. Hartlett, Office of the Canadian Trade Commissioner

Australian Trade Statistical Information

Melbourne, June 27, 1921.—The recent marked financial stringency in Australia is reflected in the trade returns for the first ten months of the closing financial year. Huge imports, which have not yet gone into consumption, and a contraction in exports, explain the position, and until the figures are reversed no substantial improvement is likely to occur.

The total value of the imports from all sources from July 1, 1920 to April 30, 1921, is given at £143,150,048, and the exports for the same period at £109,053,881. Compared with the corresponding period of the previous year, the imports increased in value by the large sum of £69,723,905, or nearly double. The exports decreased by £14,449,015 and, compared with the imports, show an adverse trading balance of £34,096,167.

Some of the principal increases in imports were: sugar, £2,936,170; alcoholic beverages, £810,816; hosiery yarn, £953,751; apparel, textiles, etc., £28,557,903; oils, fats and waxes, £3,051,620; iron and steel, £289,011; machines and machinery and other manufactures of metal, £16,534,678; rubber and leather goods, £1,280,252; timber, £2,534,715; glass and glassware, £1,162,030; paper and stationery, £4,578,536; jewellery and fancy goods, £898,144; drugs and chemicals, £2,300,754; electrical material, £487,645; pianos and parts, £367,012.

The exports of butter increased by £6,585,205; cheese by £200,000; wheat by £4,831,220, timber by £708,843; and frozen beef by £746,800. The exports of flour were less by nearly £4,000,000; jams and jellies by £500,000; hides and skins by £6,515,950; wool by £8,923,857; tallow by £1,093,017; and lead by £1,393,762.

Population of Australia

The preliminary count of the census taken throughout Australia on April 1, 1921, has been completed. Exclusive of full-blooded aborigines and residents of the territories, the total population is announced as 5,419,702, which is an increase of 969,721 over the figures of the census taken in 1911.

The following figures show the present population of each State and the increase over the year 1911:—

State.	Present population.	Increase over 1911.
New South Wales	2,096,393	449,659
Victoria	1,530,114	214,563
Queensland	755,573	149,760
South Australia	494,867	86,309
Western Australia	329,228	47,114
Tasmania	213,527	22,316
Totals	5,419,702	969,721

When it is remembered that approximately 60,000 Australians were lost in the war, the increase in the population is considered to be satisfactory.

Canadian Government Steamer from Montreal

The first of the direct steamers of the Canadian Government Merchant Marine Limited from the Atlantic seaboard to Australia and New Zealand ports—the *Canadian Planter*—arrived at Melbourne on June 24 with a large cargo of general merchandise. From Melbourne the steamer will, in a few days, proceed to Port Kembla, N.S.W., for coaling purposes, thence to the New Zealand ports of Wellington, Lyttleton and Auckland, and homeward via Panama to Montreal.

This fine cargo steamer on her maiden voyage to Australia has been most favourably commented upon by shipping men as being a most creditable production from the comparatively new shipbuilding yards in Canada.

REVIEW OF AUSTRALIAN TRADE IN 1919-20

Trade Commissioner, D. H. Ross

V (and conclusion)

IMPORTS OF RUBBER GOODS AND RUBBER

The total imports of mechanical rubber goods (excluding waterproof cloth, belting, tires and tubes, and footwear) into Australia in 1919-20 are valued at £266,826. The chief countries of origin were: The United Kingdom, £182,226; United States, £69,866; Canada, £6,688; and Japan, £5,453. The imports of rubber, hard rubber, sheets, waste, elastics and masticated rubber were given at £240,876. The principal sources of supply were: Brazil, £67,637; Straits Settlements, £49,458; Papua, £34,154; Ceylon, £31,514; Java, £30,413; Bolivia, £14,076; United Kingdom, £6,311, and Peru, £3,010.

IMPORTS OF RUBBER GOODS FROM CANADA

1917-18 Australian imports from Canada	£ 18,350
1918-19 Australian imports from Canada	185,162*
1919-20 Australian imports from Canada	311,380*

(*Includes rubber tires and tubes.)

IMPORTS OF LEATHER AND RUBBER FOOTWEAR

The value of footwear imported into the Commonwealth, under the several classifications, in 1918-19 and 1919-20 are, for general information, tabulated thus:—

	1918-19 £	1919-20 £		+Increase −Decrease £
Boots, shoes, slippers, etc., n.e.i.	118,010	119,045	+	1,035
Goloshes (rubbers), sand shoes, etc.	86,672	103,206	+	16,534
Gum and wading boots, etc.	8,578	5,776	—	2,802
Slipper forms and goods for slippers	147	411	+	264
Uppers and tops, soles, etc.	3,348	9,104	+	5,756
	216,755	237,542	+	20,787

In leather boots, shoes and slippers the United Kingdom contributed £34,550; the United States, £59,628; Japan, £14,169; China, £1,802; Switzerland, £5,781; and Canada, £1,166. In goloshes (rubbers), sand shoes and boots, the United Kingdom was credited with £11,147; the United States with £19,752; and Canada with £72,161. In gum and wading boots the chief sources of supply were: Canada, £1,760; the United States, £2,377; and the United Kingdom, £1,639.

Attention may be directed to *Weekly Bulletin* No. 674 on marketing rubber goods in Australia.

MOTOR AND CYCLE TIRES

The most marked development in recent years in the rubber industry in Australia has been admittedly in the manufacture of pneumatic tires for motor cars. There are three large and three smaller companies established in Melbourne and Sydney and their chief output is in tires of varied sizes to suit the domestic demand. Despite the domestic manufacture, the importations of motor car tires comprise a trade of very considerable value as is illustrated in the following schedule. Imports of rubber tires, tubes therefor and solid tires:—

Country of origin	1918-19 Value £	1919-20 Value £		+Increase −Decrease £
United Kingdom	74,039	70,851	—	3,188
Canada	181,585	304,430	+	122,845
Other British countries	439	2,671	+	2,232
France	84,899	72,819	—	12,080
Italy	31,464	2,462	—	29,002
Japan	3,463	94	—	3,369
Russia	519	....	—	519
United States	434,626	431,262	—	3,364
Other foreign countries	....	1	+	1
	811,034	884,590	+	73,556

It will be observed that, while imports from the United States declined by £3,364, the imports from Canada increased by £122,845 in 1919-20 over the previous year. Since that period, importations have been coming forward more freely from United Kingdom makers who are endeavouring to secure their pre-war share of the Australian tire trade.

The sizes of motor tires chiefly used in Australia, together with an approximate estimate of the proportion of each size (based on expert opinion) are as follows:—

Continental sizes in millimeters. mm. mm.	American sizes in inches.	Proportion of trade.
760 x 90	30 inches by 3½ inches	25 per cent
810 x 90	32 inches by 3½ inches	10 per cent
815 x 105	32 inches by 4 inches	15 per cent
875 x 105	32 inches by 4 inches	20 per cent
880 x 120		7½ per cent
820 x 120		5 per cent
Odd sizes		17½ per cent

There are some "oversized" covers and tubes sold in Australia, chiefly 815 mm. x 125 mm. and 875 mm. x 125 mm.

IMPORTS OF CARBIDE OF CALCIUM

The quantity of carbide of calcium imported into Australia in 1919-20 was 93,940 cwt. (112 pounds) valued at £121,130, as compared with 62,400 cwt. valued at £144,288 in 1918-19. The imports from Canada increased from 5,640 cwt., valued at £7,048 in 1918-19, to 14,580 cwt. valued at £14,071 in 1919-20. Norway occupied the premier position by supplying £70,718 worth as against nothing in the previous year, while Sweden also resumed her exports to the extent of £23,727. Japanese exports decreased from £136,161 to £9,218. The quality of Canadian carbide has earned an excellent reputation in the Australian trade. At the present time the importation of carbide into Australia is prohibited without the consent of the Minister of Trade and Customs.

The imports during the two years were as follows:—

Country of origin.	1918-19 Value £	1919-20 Value £		+Increase −Decrease £
United Kingdom	92	....	+	92
Canada	7,048	14,071	+	7,023
Japan	136,161	9,218	−	126,943
Norway	....	70,718	+	70,718
Sweden	....	23,727	+	23,727
United States	987	3,396	+	2,409
	144,288	121,130	−	23,158

IMPORTS OF PORTLAND CEMENT

Imports of Portland cement in 1918-19 were only 360 cwt. valued at £180, and in 1919-20 increased to 112,740 cwt. valued at £36,295. The sources of supply were:—

	1919-20 Quantity Cwt.	Value £
United Kingdom	102,800	30,670
Canada	20	8
Straits Settlements	260	134
China	5,640	3,120
Java	1,020	752
Japan	2,860	1,554
United States	140	57
	112,740	36,295

To supply an emergency demand, some shipments of British Columbia cement came forward in 1920, and also from other oversea countries. The development of the cement industry in Australia in recent years has been of considerable magnitude, and other plants are now being established.

IMPORTS OF PLASTER OF PARIS

In 1918-19 the imports of plaster of paris were 22,560 cwt. valued at £14,867. In 1919-20 the imports were 27,720 cwt. valued at £14,648, the principal supplies coming from the following countries:—

		Quantity	Value
United Kingdom	Cwt.	3,640	£ 2,011
United States	"	24,080	12,636
Other	"	......	1
		27,720	£14,648

To meet trade requirements, the plaster must be dead white. There was a total cessation of imports of Canadian plaster which, prior to the war, was firmly established on the market. The prohibitive importing charges have caused the active development of the plaster industry in Australia, but more particularly in South Australia where there is an extensive plant in operation near Adelaide.

MISCELLANEOUS IMPORTS FROM CANADA

Included in the miscellaneous schedule of the 1912-20 Australian imports from Canada are a number of items of varying magnitude, and of such a diversified character as cocoa and chocolate fibres, resins, seeds, cordage and twines, sewing machines, typewriters, aluminium goods, fancy goods, watches, films, acids, chemicals, adhesives, disinfectants, cartridges, powder, bag, etc.; canoes, brushware, combs, batteries, asbestos packing, etc. These goods and products are quoted to illustrate that many lines of Canadian manufacture were successfully placed on the Australian market, and as an encouragement to manufacturers in the Dominion taking a practical interest in the export trade.

MANUFACTURERS URGED TO CULTIVATE EXPORT TRADE

Omitting the period of the war and the slow period of readjustment since the armistice, the markets of the Commonwealth have always been especially well catered to by astute manufacturers and commercial men in all parts of the world. Everything now points to European countries—especially those with depreciated exchange—making a more determined effort than ever to seek an outlet for their surplus goods in Australia. Much correspondence and trade offers, in this connection, have recently been received by wholesale distributing houses throughout the Commonwealth. Up to this date, importations from Germany and Austria are prohibited admission into Australia, but when these restrictions are removed the overseas competition in these markets will become more intense. In view of the fact that the 1919-20 importations were valued at £98,974,292, it appears an anomaly that Canada's share of that trade was only £2,640,280. The anomaly is all the more pronounced, when the inexhaustible natural resources of the Dominion, and the rapid advances in manufacturing in recent years, is taken into account. The remedy should be sought for by the manufacturers themselves in devoting the same alert study to the export trade as they devote to their domestic business.

IMPORTS OF PAPER INTO AUSTRALIA

Aggregating the imports of paper of all kinds—including printing, wall and wrapping paper, paper board, stationery and stationers' supplies—the extent of the importations into the Commonwealth is shown in the following schedule:—

	1918-19	1919-20	Decrease
Total imports	£5,543,880	£4,156,626	£1,387,254

Eliminating the item of printing paper, which is dealt with under a separate heading, the other lines of paper, boards, stationery, etc., imported from Canada in 1918-19 and 1919-20 are shown thus:—

	1918-19	1919-20	+Increase −Decrease
Paper, advertising	£ 616	£ 893	+£ 277
Paper, cardboard, etc.	224	731	+ 527
Paper, cartridge	595	......	− 595
Paper, millboard	3,057	5,809	+ 2,752
Paper, wall	23,158	13,269	− 9,889
Paper, wrapping	98,559	91,208	− 7,351
Paper, writing	47,883	23,912	− 23,971
Paper, emery	15	16	+ 1
Paper, other	17,692	5,712	− 11,980
Paper, billheads, etc.	74	108	+ 34
Paper, true vegetable	......	300	+ 300
Paper, books, etc.	64	557	+ 493
	£191,937	£142,515	−£49,422

As in some other classifications, the values credited to Canada are less than the actual trade accomplished.

The attention of Canadian manufacturers is directed to the statistical details of the Australian paper imports for 1918-19 and 1919-20, which are on file at the Department of Trade and Commerce, Ottawa, and are available for interested Canadian firms on application to the Director, Commercial Intelligence Service, quoting file TC-2-101.

AUSTRALIAN PRINTING PAPER REQUIREMENTS

The total value of printing paper imported into Australia in 1919-20 was £1,422,463, showing a decrease of £466,079 from the previous year. The decrease in the value of the imports from Canada was £45,223, and those from the United States declined by £507,489 in comparison with the previous year. The imports from Norway were £155,662 less in value, while those from Sweden increased by £228,094. The bulk of the printing paper from Canada was newsprint.

The imports under this classification are not entirely attributable to newsprint—reels and flat—as other classes of paper, such as machine finished and lithographic paper, share largely in the values. The trend of the trade in recent years is disclosed in the comparative statement appended showing the country of origin and value of the imports:—

Imports of printing paper.	1917-18 £	1918-19 £	1919-20 £
United Kingdom	61,953	59,169	63,292
Canada	359,642	548,380	503,157
Newfoundland	19,837	46,848	55,533
Belgium	....	....	478
Norway	170,039	295,285	139,623
Sweden	173,912	118,577	346,671
United States	273,522	811,113	303,624
Japan	14,811	9,170	10,095
Other foreign countries	286	....	....
	1,074,002	1,888,542	1,422,463

The relative importance of each Australian state, as a market for printing paper, is outlined in the following schedule denoting the value imported in 1918-19 and 1919-20:—

State.	1918-19 £	1919-20 £
New South Wales	901,377	615,264
Victoria	747,293	573,951
Queensland	112,773	74,178
South Australia	80,851	96,252
Western Australia	39,780	58,505
Tasmania	6,248	4,187
Northern Territory	220	126
	1,888,542	1,422,463

PARCHMENT WRAPPING PAPER

True vegetable parchment to the value of £53,568 (as compared with £68,860 in the previous year) was imported into Australia in 1919-20, besides which ordinary parchment paper to the value of £3,640 is also credited in the trade returns.

Practically all the true vegetable parchment came from the United States, and the bulk of the ordinary parchment was from the United Kingdom. The associated co-operative butter factories in Australia and New Zealand usually combine for the purchase of their requirements from year to year. When the quality of the parchment has been proved by previous shipments, minimum orders for 50 tons in one shipment are given by the butter companies.

The export season commences in August, but purchases of the required parchment are—in normal years—made in February of each year. There is also business done the year round for this class of paper for butter packing and other requirements. Hitherto Canadian manufacturers have not exploited the trade in either parchment or ordinary grease-proof papers, but recently samples and price lists have come forward and have been submitted to importers.

The sizes of parchment paper in chief demand are:—

48 inch x 12 inch—weight 30 to 32 pounds per ream.
30 inch x 20 inch—weight 20 to 22 pounds per ream.

APPLE WRAPPING PAPER

As shipping facilities may be approaching normal for the exports of Australian (including Tasmanian) apples during the early months of 1922, it is anticipated that the requirements of apple wrapping paper will be much larger than the war years when no oversea tonnage was available to carry the surplus fruit.

The value of the imports in 1919-20 was £20,704, as compared with £2,309 in the previous year and with £1,207 in 1917-18. The size of the thin tough white tissue paper imported for wrapping apples is 20 by 30 inches not to exceed 8½ pounds per ream, packed in bales containing 24 reams of 480 sheets. Norway and Sweden have hitherto supplied, practically, all this paper of which it is estimated 2,500 bales are required for a normal season.

Samples and quotations upon an f.o.b. steamer, or sailing ship basis, sent to this office will be promptly submitted to the chief importers in Hobart and Melbourne. Orders for the 1922 season will likely be placed in September, 1921, hence Canadian manufacturers of suitable tissue should make a prompt effort to secure at least a portion of this trade.

NEAR-EASTERN FAIR AT LEMBERG, POLAND

The Consul for the Republic of Poland at Winnipeg writes as follows under date July 28 with reference to a projected fall fair at Lemberg, Poland: "One of the immediate results of the reconstruction of the old Rpublic of Poland is the revival of commercial relations between Near East and Western Europe via the nearest and most natural thoroughfare, by the city of Lwow (Lemberg). Next fall that city will hold her first Near Eastern Fair after a forced intermission of nearly two centuries. The fair committee have secured the full support of the government and the city, and a large attendance of western and eastern business men is expected. Canadian exporters and importers who are interested in the event may receive all information from the Polish Consul at Winnipeg, Man. (P.O. Box 2936).

BUSINESS CONDITIONS IN ARGENTINA

Trade Commissioner, B. S. Webb

Buenos Aires, July 1, 1921.—Statistics of commercial failures in Argentina for June, 1921, are now available and show an aggregate of liabilities amounting to $18,182,335, as compared with $2,111,202 for the same month of 1920. Details of liabilities for the first six months of the current year are:—

January	$11,292,375 96	April	$13,188,215 68
February	9,848,641 40	May	7,409,832 07
March	10,238,394 41	June	18,182,335 29

The total of liabilities in commercial failures during the first half of 1921 is $70,129,605.61, being the largest amount of liabilities registered since the commercial crisis of 1914/1915.

A comparative statement of the aggregate liabilities for the first six months of each year from 1914 to 1921 inclusive is appended:—

January-June,	1914	$172,303,083	January-June,	1918	$ 34,646,624
"	1915	109,649,356	"	1919	25,699,734
"	1916	41,150,701	"	1920	25,551,302
"	1917	56,011,593	"	1921	70,129,605

As stated in a previous report the inability to meet drafts drawn in American currency at the present rate of exchange and restricted demand, coupled with declining prices, are forcing many importers into liquidation.

REGISTRATIONS OF TRADE MARKS IN THE BRITISH WEST INDIES

Trade Commissioner E. H. S. Flood

Barbados, June 24, 1921.—Canadian firms who are now exporting, or intend to export to the West Indies and are proprietors of trade marks, are strongly recommended to have them registered in each of the colonies. The procedure to obtain registrations is quite simple, and the fees charged are not excessive. Applications for the registration of a large number of foreign trade marks have been advertised in the Official Gazettes of the various islands during the last few years, but not many Canadian have appeared. In some countries a trade mark once registered, though it may be fraudulent, can be held against the owner, but in the British West Indies the courts afford relief, and fraudulent trade marks may be cancelled. The method of procedure to obtain registration of trade marks in Barbados, Trinidad and the Windward islands is outlined as fully as necessary, in the following paragraphs:—

Barbados.—The registrar states that the laws governing trade marks and merchandise marks, and the procedure in obtaining registration for them, are the same in both cases. A form of application is required, which can be obtained from the registrar, and is to be accompanied by a representation of the trade mark, either on a printed label, an impression from a steel engraving, or an engraved block. On receipt of these an acknowledgment, enclosing with it a memorandum of the registration fees and cost of advertising, is made by the registrar, on payment of which a notice of the application is inserted in the *Official Gazette* and one other newspaper for one month. A certificate of registration is then issued which does not require renewal. The fees are: application, 1s.; registration, 5s.; certificate, 5s.—with an aditional charge for preparing a block for the printer, and about $5 for the advertising.

Should a certificate of registration be obtained that is fraudulent, it may be set aside by an action in the Court of Common Pleas. Applications from foreign firms for information concerning trade marks may be addressed to the Colonial Secretary,

or the Registrar. It may be mentioned that the fees given above may be increased by the Legislature now in session.

Trinidad.—The Registrar General is the Registrar of Trade Marks. Applications to register a trade mark must be made to him, and on a form, a copy of which is on file at the Department of Trade and Commerce, Ottawa, and which may be obtained on application to the Director, Commercial Intelligence Service quoting file No. 26618). Three representations of the trade mark, one of which is to be fixed to the application, must accompany it. It is recommended that applications be made through a local agent in Port of Spain. Fees are as follows: registration of trade marks, £3; publication in *Royal Gazette,* 10s.; certificate for registration, £1.

A representation of the trade mark is posted in the registry office, and a notice advertised in the *Royal Gazette.* At the expiration of three months after the first publication the mark is registered. The rights of the proprietor in a trade mark continue for fourteen years, and may be renewed on payment of a fee. It is suggested that a foreign firm approach the registrar at the beginning with a particular description of the goods required to be registered, so as to be advised in the matter. The correspondence should be addressed to either the Colonial Secretary, or the Registrar General, Port of Spain, Trinidad.

The Windward Islands.—In Grenada a "trade mark" means a mark registered under the Patents, Designs and Trade Marks Act, 1883, of the Imperial Parliament, and includes any mark which, either with or without registration, is protected by law in this colony or in any other British possession, or in any Foreign State to which the provisions of section 103 of the said Act are, under any order of His Majesty in Council, for the time being applicable. This is the only law on the subject.

When it is desired to protect a trade mark in this colony a power of attorney is forwarded to the Attorney General, together with six printed labels showing the mark, and also an engraved block. An advertisement is then prepared setting out the particulars of the trade mark, together with an impression from the block. The advertisement is then forwarded to the proprietor of the trade mark, which is all that is necessary.

St. Vincent.—Trade marks are not registered in this colony. The Merchandise Marks ordinance—which gives protection to trade marks—defines the trade mark in the same terms as those given in the case of Grenada. The use or possession of a forged or fraudulent trade mark is an offence punishable by imprisonment. The usual procedure in regard to advertising is followed as in the foregoing colonies—and is done through the registrar.

St. Lucia.—The Registrar of Trade Marks states that the law in force is based on the Imperial Acts, and that the procedure follows the English rules, as no local rules have been made. The cost of advertising and fees, which are light, can be obtained on request. The registrar suggests that any person desiring registration of a trade mark should make his application through a local agent if possible, and that this is generally done by applicants in the United Kingdom and the United States. Inquiries on the subject should be addressed to Registrar, Castries, St. Lucia.

CENTRAL BRITISH CHAMBER OF COMMERCE, REPUBLIC OF MEXICO

Mr. Herbert F. Carter, Secretary of the Central British Chamber of Commerce, S. C. L., Republic of Mexico, writes that the chamber has just been inaugurated, taking the place of the British Trade Board which was formed during the war to promote and aid British trade with the Mexican Republic. The chamber is organized on a proper legal basis, the deed of organization having been duly registered. Its aim is to promote British commerce in Mexico in every way in its power, and the board of managers desire to get into touch with firms and individuals in Canada who wish to trade with that country. Its aim is to promote British commerce in Mexico in every way in its power. The address of the chamber is Plazuela Del Colegio de Ninas No. 4 (Despacho 1 to 3 Altos) Mexico, D.F.

AUSTRALIAN REQUIREMENTS IN PACKING AND SHIPPING

Trade Commissioner D. H. Ross

Melbourne, June 27, 1921.—Export houses, trade journals and distinctive commercial publications, in various parts of the world, have devoted considerable effort to educate manufacturers and exporters in the necessity of packing goods in conformity with the requirements of the country of destination. No general instructions can be given which are equally applicable to all countries.

The casing suitable for Australia, and some other British Dominions, would, in many instances, be totally unsuitable for mountainous countries or inland places where mere tracks are traversed by human (coolie) or animal transport. Consideration to all these factors is necessary if Canadian goods and products are to meet the competition of countries which give care to every packing detail.

Canadian exporters should consider the interests of oversea buyers as their own. Every effort should be made in reducing the weights and cubic measurements of cases to a minimum, consistent with the safe delivery of the contents at distant ports. Practical consideration shown in this regard tends to reduce the landed costs in the country of destination, to make the goods competitive, and to give satisfaction to the buyers. A satisfied buyer means repeat orders and, probably, an established trading connection which (especially in a conservative country) may endure for a long period of years.

OVERSEA BUYERS GIVE PACKING INSTRUCTIONS

In many instances, Australian buyers—especially of new lines—attach a packing sheet to their indent on which is clearly set out the contents of each case, besides requesting that iron hooping or wiring should be used in a specified manner. In ordinary lines of merchandise, the usual trade package to which the trade has become accustomed is implied as a matter of course, hence no specific packing instruction may be given.

When oversea buyers give packing instructions, founded upon their long experience of their special requirements, it is absolutely essential, for the reputation of the Canadian suppliers, that careful compliance should be given to every detail outlined. Credit must be given to distant buyers as to their knowledge of what packing their particular trade requires, however incongruous the instructions may appear to the shippers.

It is quite obvious that want of consideration in essential packing—and minor shipping details—reflects not only upon the delinquent manufacturers but also upon the methods of Canadian exporters as a whole.

PACKING GOODS AND MARKING PACKAGES FOR AUSTRALIA

As far back as *Weekly Bulletin* No. 27, the suggestions given in this paragraph were indicated, and have been amplified in numerous subsequent reports, and also in direct correspondence with Canadian manufacturers and exporters to meet their special requirements.

Some years ago numerous complaints were received in regard to the totally inefficient packing of Canadian goods shipped to Australia. Frequently the packing and casing were what might answer admirably for transportation of the contents from Montreal to Winnipeg, but quite unsuitable for delivering the contents in good order and condition some 10,000 to 12,000 miles distant from the factory.

The hints suggested years ago were to the following effect:—The factory manager should be a frequent visitor to the packing room until packers have acquired the necessary methods to ensure safe carriage and economies in freight. In packing:—

(*a*) Use sound material (good wood, canvas, etc., as the case may be), and pack as closely as possible. Never use large cases and fill up with loose paper or straw, as the latter is expensive to import at a freight rate of, say, 75 cents to $1 a cubic foot.

(*b*) All clamping, battening or strengthening must be done on the inside of cases, as freights are calculated on extreme measurements.

(*c*) Never use straw in packing; dry wood shavings are preferable, as straw absorbs dampness when in transit and thus injures the goods.

(*d*) Each package, besides address, must have a distinct number, and in invoicing, the number and contents of each package should be separately and distinctly specified; this is necessary for custom house purposes.

IMPROVEMENT IN CANADIAN PACKING FOR EXPORT

In recent years the packing of Canadian goods shipped to Australian markets has greatly improved, as manufacturers have taken an intelligent interest in following the instructions of oversea buyers in order that their goods should arrive at the port of destination in every way satisfactory to their distant customers. It is now the exception for this office to receive complaints and, as the result of interviews with importers, it may be definitely stated that Canadian packing has recently been quite as good as that of any country (exporting to Australia) in which a specific charge is not made for cases.

In Great Britain, the practice has been to charge for packing and cases (generally invoiced as cases) and it is obvious that greater care has been taken there in employing skilled packers accustomed to casing goods for all parts of the world. Inversely, rarely are cases charged for by Canadian shippers (timber being cheaper), hence, generally, the extreme care bestowed in the United Kingdom in packing for export is not in evidence in the Dominion. As it is not the practice of manufacturers in either Canada or the United States to make any charge for packing or casing, it is clear that exporters in countries imposing such charges devote closer attention towards having their goods packed in such a manner as to ensure their being landed in good order and condition at distant ports.

PACKING FOR EXPORT SUMMARY

A recapitulation of the main factors (for which no originality is claimed) to be observed in packing goods for export to Australia—and, possibly, to some other countries—is appended for the consideration of Canadian manufacturers, exporters and shippers:—

1. New cases should always be used for export.
2. The timber to be used depends on the contents of the package, hence no fixed recommendation can be made, for this is a matter to which the manufacturer's intelligence and desire to give satisfaction are commended. Tongued and grooved timber is desirable especially for packing high-class and expensive goods.
3. Cases should not be too large and should be closely packed to prevent the contents shifting en route. Waste space means additional expense to the oversea buyer besides adding to the landed cost of the goods.
4. Cases should be well lined with strong waterproof paper to avoid the effects of the sea air and other moisture in transit. The necessity of this essential lining of cases is more frequently ignored than followed by Canadian exporters. To the waterproof paper is recommended an additional inside lining of strong kraft or cartridge paper.

5. Zinc or tin-lined cases are often used by British and Continental shippers for special goods, and for this extra expenditure the buyer is charged. Buyers frequently stipulate such packing, but without a definite instruction shippers must use their own discretion always with the object in view of landing their goods in perfect condition.
6. Carefully check contents of cases before packing; two persons are recommended for this purpose.
7. In packing machines every part (screws, bolts, etc.) should be checked beyond the possibility of an error, for omissions are often unobtainable where the parts are unpacked.
8. Avoid straw or hay which absorbs moisture in packing fragile or light and bulky goods. The packing depends on the nature of the goods, but, generally, excelsior or wood wool and waste paper as preferable to vegetable materials.
9. Cases should be clearly stencilled with the marks of the oversea buyers, also numbered, and the port of destination must be clearly indicated. Preferably, the marks on cases should be stencilled in indelible ink and in prominent characters. In some countries stencil marking is obligatory.
10. The cubic measurement (extreme outside dimensions) should be stencilled on each case (e.g. 30 inches by 20 inches by 18 inches) and noted on the invoice to facilitate landed costs being computed. The cases should be weighed, particularly after packing, and the gross weight stencilled thereon as a check (to a limited extent) against pilfering. The number and contents of each case should be clearly shown on the invoice.
11. Unless otherwise instructed, cases are always preferable to crates or bales. In loading or discharging ships, stevedores use cargo hooks (despite marks of warning) and the contents of bales are frequently damaged thereby.
12. An endeavour should be made to pack only one class of goods in each case.
13. Should catalogues, price lists, or advertising show cards, be enclosed in a case, it is necessary to state the weight of all such printed matter which is dutiable in Australia at the rate of 20 cents per pound. Failure to disclose such particulars on the invoice may, on examination by the customs, cause the importer to be substantially fined. Unless requested by buyers, it is inadvisable to enclose any extra printed matter.

IMPORTANCE OF STRAPPING OR HOOPING CASES

Strapping cases—by continuous lengths of iron hoop or wire—is essential on export packages to prevent theft in transit and while the goods are waiting shipment on the docks, etc. Strapping also gives additional strength. It is desirable to strap not only the ends of the cases but the centre as well, and the ends of the hooping or wire fastened with an impressed lead seal. In shipment of valuable goods, experts suggest that it is advisable to strap the cases in all directions, both vertically and horizontally.

BRIGHT STEEL AND IRON PRODUCTS

Shipments of Canadian drawn steel coming to Australia are splendidly packed and cased, the steel shafting being first protected by a thin layer of cheap grease or vaseline to prevent rusting through dampness or salt water. Bright steel should always receive the same treatment. Parts of implements are frequently protected by a thin layer of paint which can readily be removed. Climatic conditions of great variation, from the excessive moist heat of the tropics to the most rigid severity of northern altitudes, are within the destination of Canadian goods and products, hence exporters must (necessarily in their own interests) evolve a systematic method of

protecting their shipments to all parts of the world from damage in transit. Steel tubing, bar iron, and steel products are shipped and marked, generally, according to buyers' instructions, but in many lines of heavy hardware the usage of the trade in making shipment is accepted by oversea importers without demur.

PROTECTION AGAINST PILFERING

A Royal Commission is now taking evidence at the principal importing centres in the Commonwealth relative to the annual loss, through pilferage, of hundreds of thousands of pounds' worth of goods consigned to Australian importers. While there is also some loss, through the same cause, in the inter-state trade, the aggregate amount is comparatively small in comparison with that on importations from oversea. Importers accordingly consider that the bulk of the pilfering takes place either in transit of the goods from factory point to the seaboard, or while the cases are on the dock waiting shipment. Some pilfering has been proved at the ports of discharge in Australia, but more strict supervision is now being taken to prevent this recurrent serious loss.

METHODS USED IN PILFERING CASES

On competent authority it is stated that one of the most successful methods of thieves, in skilfully abstracting goods from cases, is to draw the nails and to slide the inside bottom board, cutting the interior lining, and, after removal of the goods, renailing the board in position so that, to all appearance, the case remains intact. If the gross weight is marked on the case, the deficiency caused by the removal of the goods is made up by stones, bricks or old iron, so that suspicion is averted when the package is weighed by the shipping clerk on the dock prior to delivery being accepted.

TO AVOID PILFERING IN TRANSIT

It cannot be too strongly emphasized that on no account should there be any exterior marks on the cases to convey the nature of valuable contents.

As an illustration, early this year three cases of Canadian silk hosiery, with the name of the manufacturers stencilled thereon, were landed at Melbourne from a steamer which loaded at Montreal. From one case 33 dozen were abstracted, from another 12 dozen were missing, and the third case was minus about 2 dozen. With discerning judgment, the thieves correctly conjectured that only hosiery of a high class was being exported and the name of the manufacturers on the cases gave them the desired clue to work upon. Fortunately (to some extent) the manufacturers were covered by an insurance policy which included pilferage, and also through a claim made on the steamer, but it must not be overlooked that neither the liability undertaken in steamer's bill of lading nor the insurance against pilferage can be covered for the full value of the invoice. Hence, alike in the interests of exporters and oversea buyers, great care is necessary to pack goods in such a manner as not to disclose the contents of cases, and to strap the cases as has been suggested in another paragraph.

High-class dry goods and apparel of every description, jewellery, silver-plate, cutlery, spirits, cigars, etc., receive special attention from pilferers who display uncanny discretion in obtaining articles for personal use or those which can be readily sold. While costly goods have been specially referred to as being in favour with thieves, yet, when such are not obtainable, foodstuffs and products of minor value are by no means ignored.

ESSENTIAL PACKING SUGGESTIONS BRIEFLY OUTLINED

According to that admirable publication *Practical Exporting,* by B. Olney Hough (published by the Johnston Export Publishing Company, 17 Battery Place, New

York), which is strongly commended to Canadian manufacturers and exporters, the essential points which every exporter should indelibly impress upon his memory are stated to be:—

Strong, whole cases.
Thoroughly waterproof linings.
Secure iron or wire straps.
Protection against pilfering.

FINANCIAL CONDITION OF RAILWAYS IN INDIA

The London *Economist* of June 25, 1921, gives a resumé of speech delivered by Sir Charles H. Armstrong at the 143rd half-yearly general meeting of the Great Indian Peninsula Railway Company from which the following is excerpted:

"As regarded the current year, nothing very encouraging could be said at the moment. Passenger fares had lately been increased more or less up to the limits allowed. The rate for coal had also been brought, he hoped, on to a paying level. In other directions rates had been increased to some extent, but even with these advances their gross receipts did not so far show any material advance on the figures of a year ago.

"The report of the Indian Railway Committee was likely to be issued during the summer, and its financial recommendations were being awaited with considerable interest. With the best will in the world it was impossible for an Indian railway to keep ahead of its traffic if funds for necessary improvements and extensions were not forthcoming. That had been the position for many years and if a boom in trade was to set in the deficiency of the railways generally would be very marked. On the Great Indian Peninsula many useful improvements had been carried out in recent years, and they were able at the present time to handle a much larger traffic than they did in pre-war days, but the development of Indian industries called for largely increased transport facilities, and for several years to come they could spend money freely and advantageously on extensions, rolling stock, larger station yards, and improvements generally. He hoped the question of an improved system of finance would form the main recommendation of the Indian Railway Committee, for without a sufficiency of funds no system of railway management could be really successful."

MOTOR TRANSPORT IN SWITZERLAND

Motor lorry transport, states the former Commercial Secretary to H.M. Legation at Berne in his General Report on the Economic Situation in Switzerland, has developed considerably during the last two years—largely owing to the great inflood of army lorries obtained at relatively low cost from the various belligerent countries —and the railway concerns are becoming adversely affected to a marked extent by their competition. Motor lorry transport has also been encouraged by the increase in railway rates, and seems destined to develop still greater powers of competition in the near future for internal goods traffic. Owing to the comparatively small area of Switzerland the distances to be traversed may well not warrant the expendiutre entailed by cartage to the station of despatch and from the station of destination, with its attendant waste of time and labour in double registration, waiting for receipts, delivery of goods and double breaking of bulk, and the simpler and more economic method would appear to be the use of lorries from door to door for short distances.

OIL FROM LEMON SEEDS

During the war, says the *London Times Trade Supplement,* when the want of fats was felt, Professor Bartolo, of the University of Catania, made a particular study of lemon seeds, which were generally thrown away by the manufacturers of citrate of calcium, citric acid, etc., or used for manure.

Professor Bartolo experimented with the oil produced from these seeds in order to determine its percentage, its nature, its grade of saponification and its utility as a fat. The results were sufficiently satisfactory to demonstrate the possibility of establishing a new industry.

The extraction of the oil has been effected both by pressure and by means of solvents. The percentage obtained by solvents is 30-35 per cent, according to the state of ripeness of the seeds. The oil obtained by pressure is of a light yellow colour, rather fluid, and of a very pleasant scent.

INDIAN TIMBERS AND PAPER MATERIALS

Enquiries into the possibility of increasing the utilization of Indian timbers in England and of making use of Indian paper materials have been carried out in connection with the Indian Trade Enquiry undertaken by the Committee for India of the Imperial Institute, and the reports have just appeared in a volume published by Mr. John Murray under the title "Reports on Timbers and Paper Materials" (price 4s.).

Hitherto the exports of timber (other than teak) from India have been relatively small, owing chiefly to the existence of a large local demand. It is considered, however, that there would be an opening for an extended export trade to the United Kingdom in certain hardwoods, which would be of value for decorative and other purposes and are at present little known in that country. The characters and uses of a number of such timbers are described.

In the section on paper materials, a general statement is given as to the world's pulp and paper-making industry, special reference being made to the position in India. Details are included as to the possibility of utilizing Indian bamboos and savannah grasses for paper making and the opinion is expressed that in these two materials India possesses valuable resources which occur under circumstances not unfavourable for their commercial development. It is considered that the immediate aim in the development of an Indian paper-pulp industry, which should receive every encouragement from the Government of India, should be to reduce, and finally to replace (as far as possible) by Indian supplies, the large amount of pulp and paper imported into that country. It is believed that the replacement of imports by Indian produce would be quickly followed by a surplus production which would be available for export.

ARTIFICIAL DRYING OF FISH BY A NEW METHOD

C. E. Sontum, Canadian Govrnment Commercial Agent in Norway and Denmark, writes under date of June 8, 1921, regarding a new method of artificially drying fish, as invented by Mr. Kofoed, an engineer of Aalborg. The summary of an article published in the *Aalborg Stiftstidende* explaining the new method is as follows:—

"The invention is based on the principle that the lower the air pressure the lower the boiling temperature. In fish it is the water that must be removed in order to make the fresh fish into dried fish that can endure storage. Mr. Kofoed is "boiling" the water out, but if this should be done under ordinary air pressure, the fish would be boiled at the same time and thereby damaged. In order to avoid this, the vacuum system is used. The fresh fish is cut into pieces, as when it is to be boiled ordinarily. The pieces are placed on a wire fabric and put into cylindrical steel containers which can be shut airtight. The containers are then placed (swung) into the oven, which

is heated either by means of electricity or by ordinary burning of coal or wood. The cylindrical containers are very low and have a comparatively small capacity. They are connected with the vacuum system through a tube, and through this the air is refined as much as down to 3 per cent of the usual pressure. The consequence of this is that the water contained in the fish is boiling at about 25 degrees (Celsius) above the freezing point, a temperature that does not in any way damage the fish.

"When the fish has 'boiled' in this way for a little more than an hour, the greater part of the water contained in it has damped away, but it is not yet quite dry, and therefore it is treated two to three days afterwards either in the air (in the summer time) or it is placed above the oven and is dried by the escaping warmth from this.

"The fresh fish is in this way changed, in the course of three or four days, into dry fish that will keep for years. At the same time the weight is reduced by about 75 per cent, an advantage that is of no small importance when the freights are taken into consideration.

"The method is simple and the necessary apparatus comparatively cheap. A complete plant costing about $1,500 will, according to the calculations of Mr. Kofoed, have a capacity of about 1,000 kilogrammes raw fish per diem, and the cost will run about ½ cent per pound."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 3, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending August 3; those for the week ending July 27 are also given for the sake of comparison:—

		Parity.	Week ending July 27, 1921	Week ending August 3, 1921
Britain.. .. ..£	1.00	$4.86	$4.0117	$3.9915
France. .. ..Fr.	1.	.193	.0866	.0855
Italy.. .. ..Lire	1.	.193	.0547	.0472
Holland. .. ..Florin	1.	.402	.3438	.3423
Belgium .. ..Fr.	1.	.193	.0847	.0818
Spain.. .. ..Pes.	1.	.193	.1428	.1428
Portugal. .. ..Esc.	1.	1.08	.1404	.1345
Switzerland .. ..Fr.	1.	.193	.1844	.1845
Germany. .. ..Mk.	1.	.238	.0142	.0136
Greece.. .. ..Dr.	1.	.193	.0623	.0617
Norway. .. ..Kr.	1.	.268	.1438	.1417
Sweden. .. ..Kr.	1.	.268	.2298	.2269
Denmark.. .. ..Kr.	1.	.268	.1693	.1693
Japan. .. ..Yen	1.	.498	.5450	.5435
India.. .. ..R.	1.	2s.	.2640	.2605
United States .. ..$	1.	$1.00	1.1237	1.1206
Argentina .. ..Pes.	1.	.44	.3258	.3263
Brazil.. .. ..Mil.	1.	.3245	.1236	.1414
Roumania.. .. ..Lei	1.	.193	.0148	.0141
Jamaica. .. ..£	1.	4.86	4.0286	4.0076
Shanghai, China .. ..Tael	1.	.631	.7950	.7844
Batavia, Java.. .. ..Guilder	1.	.402	.3483	.3473
Singapore, Straits Settlements.. .. ..$	1.	.49	.4775	.4762
Barbados.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
British Guiana.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
Trinidad. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
Dominica.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
Grenada.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
St. Kitts.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
St. Lucia.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
St. Vincent.. .. ..$	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$
Tobago.. .. .. $	1.	1.	$.83\frac{1}{8}-.85\frac{3}{8}$	$.82\frac{3}{4}-.85$

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

Foodstuffs

3348. **Flour, hams, bacon and pickled meats.**—A provision dealer of Curacao, Dutch West Indies, is open to receive offers of Canadian flour, hams, bacon and pickled meats.

3349. **Canned goods.**—Belgian firm desires to get agencies for canned salmon, lobster, crayfish, canned fruits and all canned goods. References.

3350. **Flour.**—A firm of importers in Alexandria, Egypt, desire to enter into communication with Canadian firms interested in the export of flour to the Levant. References.

Miscellaneous Products

3351. **Engineers' supplies.**—A Johannesburg firm with established connection on the Rand and in Rhodesia, are seeking Canadian agencies of engineers' supplies of all kinds.

3352. **Tools.**—A Johannesburg firm, with established connection on the Rand and in Rhodesia, seek the representation of such tools as axes, shovels, spanners, and other tools used on the mines.

3353. **Hardware.**—A Johannesburg firm of commission agents, covering the whole of the Union, are prepared to take up Canadian hardware or kindred line agencies for the Union of South Africa.

3354. **Jewellery.**—A Johannesburg firm of commission agents are prepared to take up the representation of Canadian jewellery manufacturers, or any kindred line connected with this trade. Connection established.

3355. **Hardware, paints, ship chandlery.**—An importing firm in Curacao, Dutch West Indies, would like to receive catalogues and quotations from Canadian manufacturers of hardware, paints, and suppliers of ship chandlery.

3356. **Box shooks, hardware.**—A dealer in Curacao, Dutch West Indies, is open for quotations on Canadian box shooks, and hardware of all kinds.

3357. **Rubber footwear, boots, etc.**—An important trading company in the Republic of Panama is open to receive communications from Canadian firms desirous of marketing the following lines in Panama:—Rubber footwear, rough workmen's boots, sail cloths, soda biscuits, mixed paints, cement.

3358. **Canvas shoes, rubber soles, iron bars, etc.**—An importing and retail concern in Panama City is open to receive quotations from Canadian firms on:—Sporting canvas shoes, rubber soles, iron bars and rods, lanterns, wire nails.

3359. **Enamelware, general hardware, domestic glassware and domestic oil lamps.**—A Buenos Aires firm of manufacturers' representatives carrying stock would like to be placed in communication with manufacturers of enamelled ware with a view to acting as agents in Argentina.

3360. **Agencies.**—A Johannesburg firm, with branch stores in every centre of the Union, specializing in builders' supplies, are prepared to consider agency proposi-

tions with option of direct purchase, on such lines as builders' hardware, bathroom supplies, baths, plumbing supplies, household utensils, stoves, tools, farmhouse utensils, lumber, nail and other kindred lines.

3361. **Agencies**.—A Johannesburg manufacturers' agent, who has handled successfully several Canadian agencies, is open to consider representation of Canadian manufacturers in such lines as foodstuffs, hardware, tools, boots and shoes, trunks and suit cases, and knitted goods. Correspondence with agency proposition is requested.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Megantic,* White Star-Dominion Line, about August 13; *Canadian Commander,* Canadian Government Merchant Marine, Ltd., about August 13; *Metagama,* Canadian Pacific Ocean Services, Ltd., about August 17; *Victorian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Bilbster,* Canada Steamship Lines, about August 25; *Melita,* Canadian Pacific Ocean Services, Ltd., about August 26; *Canada,* White Star-Dominion Line, about August 27; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., about August 27; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 2; *Caledonian,* White Star-Dominion Line, about September 3.

To London.—*Welland County,* Canada Steamship Lines, about August 11; *Verbania,* Anchor-Donaldson Line, about August 12; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., about August 13; *Canadian Raider,* Canadian Government Merchant Marine, Ltd., about August 15; *Tarantia,* Anchor-Donaldson Line, about August 19; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Vindelia,* Anchor-Donaldson Line, about August 26; *Hoerda,* Canada Steamship Lines, about August 26; *Canadian Trapper,* Canadian Government Merchant Marine, Ltd., about August 27; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about August 31; *Canadian Rancher,* Canadian Government Merchant Marine, Ltd., about August 31; *Scotian,* Canadian Pacific Ocean Services, Ltd., about September 1; *Tamaqua,* Furness Line, about September 1.

To Glasgow.—*Canadian Carrier,* Canadian Government Merchant Marine, Ltd., about August 9; *Cabotia,* Anchor-Donaldson Line, about August 12; *Gracia* Anchor-Donaldson Line, about August 20; *Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., about August 23; *Saturnia,* Anchor-Donaldson Line, about August 27; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about August 30; *Canadian Navigator,* Canadian Government Merchant Marine, Ltd., about September 2; *Cassandra,* Anchor-Donaldson Line, about September 10.

To Hull.—*Comino,* Furness Line, about August 18.

To Newcastle-on-Tyne.—*Cairnmona,* Thomson Line, about August 20; *Cairndhu,* Thomson Line, about August 27.

To Avonmouth Dock.—*Orthia,* Anchor-Donaldson Line, about August 16; *Welshman,* Dominion Line, about August 20; *Concordia,* Anchor-Donaldson Line, about September 1; *Bothwell,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3.

To Manchester.—*Manchester Hero,* Furness, Withy & Co., Ltd., about August 13; *Manchester Merchant,* Furness, Withy & Co., Ltd., about August 20; *Manchester Division,* Furness-Withy & Co., Ltd., about August 27; *Manchester Port,* Manchester Line, about September 3; *Manchester Brigade,* Manchester Line, about September 10.

To Belfast.—*Fanad Head,* Head Line, about August 25.

To Dublin.—*Fanad Head,* Head Line, about August 25; *Dunaff Head,* Head Line, about August 30.

To Southampton.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27; *Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To Cardiff and Swansea.—*Canadian Hunter,* Canadian Government Merchant Marine, Ltd., about August 12; *Canadian Squatter,* Canadian Government Merchant Marine, Ltd., about September 2.

To Cork.—*Dunaff Head,* Head Line, about August 30.

To Leith.—*Cairnmona,* Thomson Line, about August 20; *Cairndhu,* Thomson Line, about August 27; *Cairngowan,* Thomson Line, about September 3.

To Rotterdam.—*Poland,* Canada Line, about August 10; *Merry Mount,* Rogers & Webb Line, about August 16; *Denel,* Rogers & Webb Line, about August 18; *Ballygally Head,* Head Line, about August 20; *Merry Victory,* Rogers & Webb Line, about September 1.

To Havre.—*Welland County,* Canada Steamship Lines, about August 11; *Sicilian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Hoerda,* Canada Steamship Lines, about August 26; *Scotian,* Canadian Pacific Ocean Services, Ltd., about September 1.

To Hamburg.—*Poland,* Canada Line, about August 10; *Merry Mount,* Rogers & Webb Line, about August 16; *Ballygally Head,* Head Line, about August 20; *Mercy Victory,* Rogers & Webb Line, about September 1.

To Antwerp.—*Denel,* Rogers & Webb Line, about August 18; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27; *Corsican* Canadian Pacific Ocean Services, Ltd., about September 9.

To Danzig-Libau.—*Poland,* Canada Line, about August 10.

To Naples and Genoa.—*Caserta,* Navigazione Generale Italiana, about August 24.

To Norwegian Ports.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 7.

To Scandinavian Ports.—*Delisle,* Sprague Line, about August 15.

To South Africa.—A steamer, Elder-Dempster & Co., about August 30.

To Australian and New Zealand Ports.—*Otarama,* New Zealand Shipping Co., Ltd., about August 20; *Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about August 23.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Harmonides,* Houston Line, about August 10; *Canadian Seigneur,* Canadian Government Merchant Marine, Ltd., about August 20.

To St. John's (Nfld.).—*Mapledawn,* Canada Steamship Lines, about August 9; *Manoa,* Canada Steamship Lines, about August 19; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about August 19 and September 9.

To India and Far Eastern Ports.—*Swazi,* Ellerman-Bucknalls Service, about August 10; a steamer, Canadian Government Merchant Marine, Ltd., about August 31.

To Barbados, Trinidad and Demerara.—*Canadian Beaver,* Canadian Government Merchant Marine, Ltd., about August 10; *Canadian Logger,* Canadian Government Merchant Marine, Ltd., about August 24; *Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about September 7.

To Nassau, Kingston and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., about August 16; *Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about September 6.

To Havana.—*Canadian Adventurer,* Canadian Government Merchant Marine, Ltd., about August 13; *Canadian Sealer,* Canadian Government Merchant Marine, Ltd., about August 27.

From Quebec

To Liverpool.—*Megantic,* White Star-Dominion Line, about August 13; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about August 13; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about August 20; *Canada,* White Star-

Dominion Line, about August 27; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about August 24 and September 7.

To Bermuda, British West Indies, and Demerara.—*Caraquet,* Royal Mail Steam Packet Company, about August 19; *Chaudiere,* Royal Mail Steam Packet Company, about September 2.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black Line, August 23.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; ***Kyle,*** North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* August 24 and September 7.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., August 24 and September 14.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, about September 10.

To New Zealand and Australia.—*Waikemo,* Canadian-Australasian Line, about August 15; *Waiotapu,* Canadian-Australasian Line, about September 15; *Canadian Scottish,* Canadian Government Merchant Marine, Ltd., about August 30.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, about September 24.

To Kobe, Karatsu, Shanghai, Hong Kong, Manila and Singapore.—*Grace Dollar,* Robert Dollar Line, about August 21.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about August 11.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about August 18; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., about September 15.

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 2.

To Kobe and Shanghai.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about September 5.

To India.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about August 30.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line. about August 19.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

George E. Shortt, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul General.

Colombia:
Bogota, British Consul General.

Ecuador:
Quito, British Consul General.
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

India:
Calcutta, Director General of Commercial Intelligence.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

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(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, August 15, 1921** **No. 915**

"TRADE OF THE NEW COUNTRIES OF SOUTHEAST EUROPE"

The work under the above title, embracing reports by Mr. L. D. Wilgress, Canadian Government Trade Commissioner, on business conditions and prospects in Roumania, Hungary, Czecho-Slovakia, Austria, Turkey and Yugoslavia, has now been issued from the press. The reports on Turkey ("Constantinople as a Distributing Centre") and on Yugoslavia are published for the first time; those on the other countries are reprinted from the *Weekly Bulletin.* The pamphlet, it should be stated, is the fruit of special missions of investigation to each of these countries, made last year by Mr. Wilgress under instructions from the Department of Trade and Commerce.

The work, which extends to 260 pages, contains a number of illustrations and some maps and is provided with an index, and has been planned and executed in such a way as to make reference easy and convenient. The matter on the several countries is divided into sections such as country and people; topography; climate; institutions and government; natural resources; agriculture and industries; facilities for trade; trade statistics; transportation; finance, banking and exchange; weights and measures; trade policy and tariffs; the effects of the Great War; and—what is very important—openings for trade. It is stated in a prefatory note that Mr. Wilgress's investigations were made just before the present period of depression had set in. "Though these markets present possibilities for trade in the future, at the present time the situation is such that little business can be expected as long as things remain as they are."

Among the lines in which Mr. Wilgress sees prospects for the future development of Canadian exports to the countries investigated are: agricultural machinery and implements, and tractors; saw mill machinery; tramway equipment; hardware and tools; motor cars and accessories; drugs and chemicals; woollens and underwear; binder twine; calcium carbide; building materials; lumber; boots and shoes; newsprint and writing paper; and certain lines of provisions and canned goods. The attention of the busy Canadian manufacturer, who may not have time to read these reports as a whole, is specially directed to the entries in the index under the heading Openings for Trade (pages 256, 257), in which are detailed by countries the products Canada should in the future be able to supply to each.

Copies of the work will be sent post free to addresses in Canada, and at a charge of 35 cents to addresses outside the Dominion. Applications for copies should be addressed to the Director, Commercial Intelligence Service, Ottawa.

CANADA'S EXPORTS TO PRINCIPAL COUNTRIES IN AFRICA, 1913-21

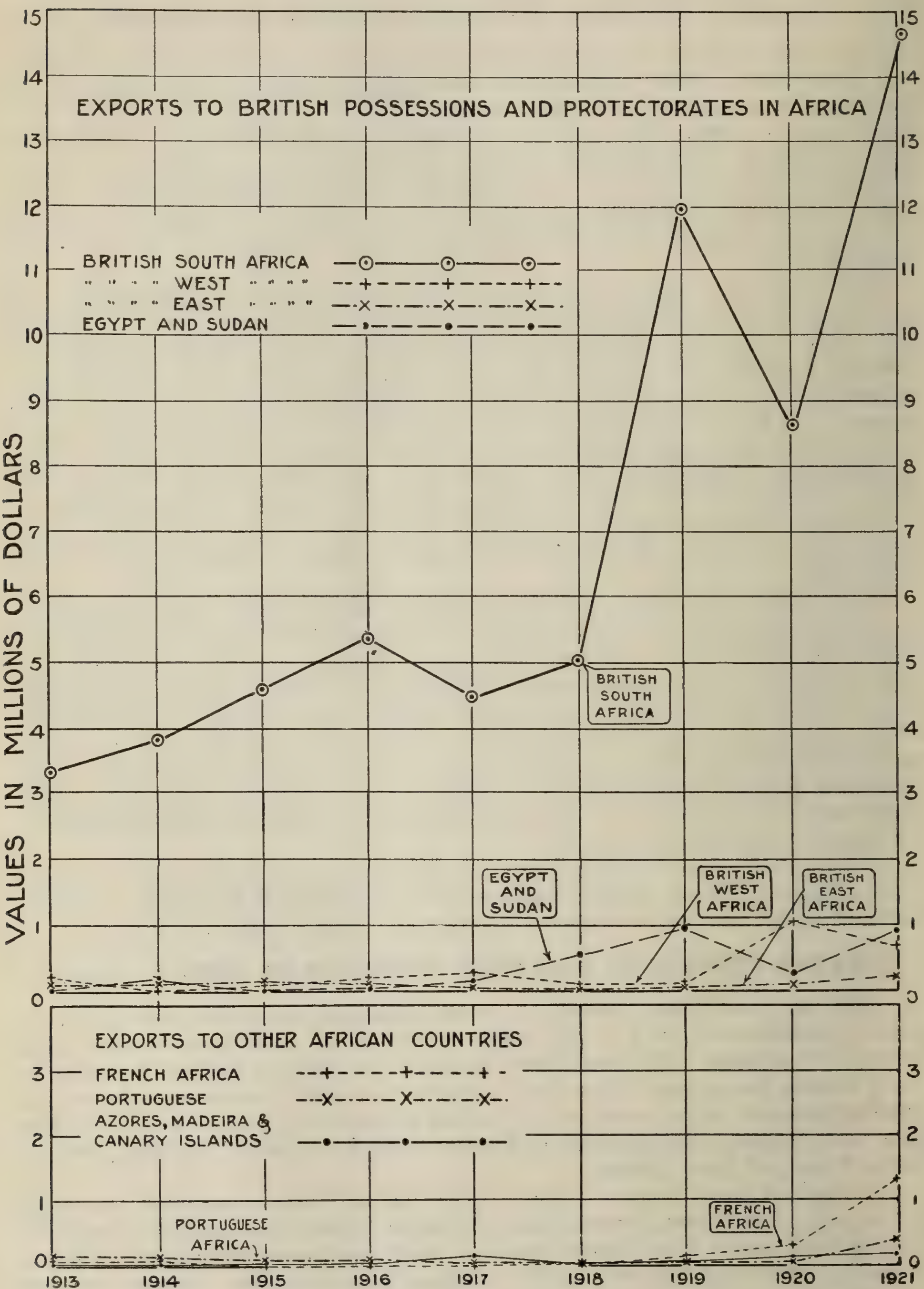
With this week's issue the series of graphs depicting the export trade of Canada with the principal countries of the world, as well as the other parts of the British Empire, is concluded. The graph below indicates the principal African territories to which Canada has exported from 1913 to 1921. To avoid interlinear confusion, the graph is presented in two panels each of which is based on the same scale. The first panel deals entirely with the leading British African territories, including British South, West and East Africas.

The second panel deals with those other leading African countries not under British rule. Of all these, French Africa (including Algiers, Tunis, etc.) has purchased recently most largely from Canada and in a rapidly increasing amount, the values in dollars for 1920 being $362,637, and for last fiscal year $1,312,859. Several countries,

such as the Belgian Congo and the island of Madagascar, are not included, as their Canadian imports are negligible at present.

CANADA'S EXPORTS TO PRINCIPAL COUNTRIES IN AFRICA, 1913-21

(Years to March 31 in each case)



APPLE MARKET CONDITIONS

J. Forsyth Smith, Canadian Fruit Commissioner

ENGLISH FRUIT CROP PROSPECTS

Liverpool, July 21, 1921.—The rainfall during the month of June, and up to time of writing, has been practically nil. This constitutes the longest period of unbroken drought in the history of the apple industry.

Black Currants.—Much below the average.

Raspberries.—A poor crop all over the country. A quarter crop in some districts.

Strawberries.—Now over. The late fruits failed to swell and the picking season came to an abrupt finish on account of the drought.

Plums and Pears.—A failure generally.

Cherries.—Variable; good in some districts and below average in others.

Apples.—Apples are being severely thinned by the drought. In most cases, an average amount of fruit gives promise of holding on, but they will be below the average in size. Worcester, Hereford, Gloucester and Western Countries report average crops. Kent reports " average, but fruit dropping owing to drought."

CONTINENTAL CROP CONDITIONS AND PROSPECTS

Sweden.—The apple bloom was abundant, but there was some frost damage, and insect pests have also reduced possibilities. In addition there has been a long drought, which has caused a heavy drop, and the crop is therefore expected to be somewhat below medium. The promise is for a good medium crop of plums and pears. Fairly heavy imports of apples are expected from Tyrol, and lesser quantities from Holland. Exchange conditions will be favourable to Tyrolese imports, which, however, will be adversely affected by a short crop there. A general trade depression in Sweden will seriously affect the demand for high-priced fruit, and purchasing power will be reduced as compared with last season. The home crop and continental imports will supply all demands till the 15th December, and the best sales for Canadian apples will be during the first three months of 1922. Barrelled apples might be offered for sale in November, but, after this, only boxed apples will be acceptable. Sales arrangements for these are usually completed in September, for delivery in December or later. The total imports of apples into Sweden during 1920 are estimated at about 11,000,000 kilos., of which imports of boxed apples from the United States are estimated to have been about 8,000,000 or 9,000,000 kilos. This estimate appears very high.

Denmark.—A small Danish apple crop is expected. Prospects are good for trans-atlantic apples, as the crop is short in Tyrol and medium in Switzerland, two important outside sources of supply, though good in Holland, another continental country from which supplies are received. Small shipments of Canadian boxed apples may sell to advantage during December, but the most important demand will not be till January, 1922. No advance arrangements are necessary for sales, on shippers' account, through the auction brokers. The Copenhagen auction, the largest receivers of imported apples, sold last year 50,000 boxes and 1,000 barrels of United States apples.

Norway.—The Norwegian apple crop will be short. Government restrictions have been placed during the past season on the quantities of apples allowed to be imported, and these are expected to be continued, though the actual quantities have not yet been announced. Boxed apples only are wanted. The main demand will be from December

to March. It is estimated that 100,000 to 120,000 boxes of American apples were imported into Norway last year. Importers complain that Canadian shippers demand payment before shipment, while American business is done on the basis of cash against documents, Norwegian port.

France.—The apple crop has suffered considerably from drought, and is expected to be short for best-quality fruit. Further detailed information will be furnished, as the result of a visit of the Commissioner to France in the near future.

Belgium.—Belgium will have only a medium crop of apples, as there has been a heavy drop on account of a long period of drought. Belgium practically bars boxed apples with a prohibitive duty of 100 francs per 100 kilos. on apples packed in cases of 20 kilos. net (about 45 pounds), or less. The duty on apples packed in barrels is only 5 francs per 100 kilos.

Holland.—There is every prospect of a good crop of apples in Holland, especially for late varieties. In view of the large home crop, barrelled apples from Canada will be quite unsaleable. Boxed apples, in limited quantities, may be acceptable in February or March, 1922. During the past season, small quantities of boxed apples were reshipped to Holland from London. Direct shipments from the United States totalled no more than 5,000 boxes.

AUSTRALIAN APPLES IN DENMARK

Australian apples in small quantities have been sold in Copenhagen during the past month, at prices as follows: Cleopatras, a fine yellow variety, 23.50 kr. to 36 kr., and Jonathans, 26 kr. to 29 kr. During the first week in July, the demand was weak, sales being made at 15 to 25.50 kr.

AUSTRALIAN APPLES IN THE UNITED KINGDOM

Australian and Tasmanian apples have sold during the past month as follows: Cleopatra, 20s. to 25s.; Munro's Favourite, 19s. to 23s.; and Sturmas, 20s. to 26s.

THE IMPERIAL FRUIT EXHIBITION

Date.—As previously announced, in deference to the interests of Canadian fruit-growers, the date of the Imperial Fruit Show was fixed for November 4 to 12. It was, however, found impossible to secure the necessary license from the authorities for the holding of the exhibition in the White City, the building selected for this purpose, and the Crystal Palace, the only possible alternative, could only be secured between the dates October 28 and November 4. It was pointed out, on behalf of Canada, that so early a date would handicap British Columbia, in particular, to such an extent as to make it almost impossible for her to compete, but, as the only alternative was between accepting these dates and giving up the exhibition, this protest was of no avail.

Collection of Entries and Entry Fees.—To place Canadian exhibitors as far as possible on the same basis as English growers, it has been arranged that the Fruit Branch, Department of Agriculture, shall receive all entries, and collect all entry fees, for the competitive British Empire and Overseas Classes.

Closing of Entries.—All entries and fees for the competitive classes must be in the hands of the Fruit Branch, Department of Agriculture, Ottawa, on or before September 20, 1921.

Delivery of Exhibits.—Exhibits must be delivered at the Exhibition Building, Imperial Fruit Show, Crystal Palace, London, S.E., on or before October 24, 1921.

Reduced Entry Fees.—The entry fees have been reduced to $4.50 for the British Empire Classes, and $2.25 for the Overseas Classes.

Prizes for British Empire Classes.—In deference to the desire of Canadian exhibitors for cash prizes, in addition to trophies, the *Daily Mail* has changed the awards in each of the two classes (dessert and cooking apples) of the British Empire Section, as follows: Prizes in each classes will be 1st Gold, 2nd Silver, 3rd Bronze Medals; and Cash, 1st £50; 2nd £25; 3rd £10.

Score-card.—The score-card used by the judges will be as follows: Best commercial size, 10; colour, finish, skin quality, 15; condition, soundness, firmness, freedom from blemish, flavour quality, 25; uniformity of size and colour, 15; quality of pack, 30; general appearance of entry, 5; total, 100 points.

Additional Prizes.—A silver cup, value £100, presented by the Fruit and Produce Exchange of Great Britain, Ltd., 34 Lombard Street, London, E.C. 3, will be awarded to the exhibitor in the United Kingdom or Overseas Section, who makes the highest aggregate of points with exhibits in the fourteen classes of the Overseas or United Kingdom Classes of these sections, reckoning three points for every 1st prize, two points for every 2nd prize, and one point for every 3rd prize. This prize offer will have the effect of bringing Overseas as well as British Empire entrants into direct competition with England, and makes it especially desirable to have Canada well represented in the Overseas Section. It also gives incentive to exhibitors to enter as many classes as possible in this section.

Cash Prizes.—It has been felt that, in view of the expense to which Canadian exhibitors will be put, it would be an advantage to have cash prizes, in addition to the medals and trophies provided by the *Daily Mail,* and British importers have generously provided these as follows: A cash prize of £25, presented by Messrs. Simons Jacobs & Co., Glasgow, will be awarded to the exhibitor in the Overseas Section who makes the highest aggregate of points with exhibits in the 14 classes of that section, reckoning three points for every 1st prize, two points for every 2nd prize, and one point for every 3rd prize.

Cash prizes of £40, presented by Messrs. J. Adam & Son, Liverpool; L. Connolly & Co., Liverpool; J. C. Houghton & Co., Liverpool; McGeorge & Jardine, Liverpool; Rogers Wray & Co., Liverpool; and Woodall & Co., Liverpool, will be awarded as follows: £20 for the best Ontario exhibit and £20 for the best Nova Scotia exhibit in the British Empire Classes.

Cash Prizes of £30, presented by Messrs. T. J. Poupart Ltd., Covent Garden, London, will be distributed as follows: £10 cash to the best Nova Scotia exhibit, £10 cash to the best Ontario exhibit, and £10 to the best British Columbia exhibit, in any of the 14 classes of the Overseas Section.

Messrs. J. & H. Goodwin, Ltd., Deansgate, Manchester, offer £25 cash; Ridley & Houlding, 10 Russell Street, Covent Garden, London, offer £20 cash; Glover Hill & Company, Cazneau Street, Liverpool, offer £10 cash; J. O. Sims, Borough Market, London, offers £10; and T. Allan & Co., 82-90 Candleriggs, Glasgow, offer £5 cash—a total of £70—to be distributed in £5 cash prizes, in addition to the *Daily Mail* Gold Medals, to the best exhibits in each of the 14 classes of the Overseas Section.

Separate Exhibits for British Empire and Overseas Sections.—The question has been asked from Canada, whether a six-box exhibit in the Overseas Section may form a part of the 20-box exhibit in the British Empire Section. This is impossible, as the two sections will be staged separately.

Growers and Growers' Associations.—The attention of intending exhibitors is especialy called to the wording of the clause limiting entries in the Overseas and British Empire Classes to "growers and associations of growers". This wording was used instead of the alternative "growers' associations," for the express purpose of making it clear that organized associations are not exclusively intended. Any group of unorganized growers, who care to combine for the purpose of sending forward an exhibit, may do so, as well of course as regularly organized growers' associations.

Independent shippers, who are regular exporters but not growers, are of course precluded from sending forward exhibits of apples grown by others, under their own name, and thus lose the benefit of advertising their output as exporters. It is quite open to them, however, to organize competing groups of growers among their clientele, and they would undoubtedly receive considerable credit for any prize-winning accomplished by such groups. It is very important that this should be realized, as otherwise growers who could not undertake to send individual exhibits, and who do not belong to any organized association, may unnecessarily refrain from entering. All co-operative or other regular associations of growers are of course eligible to show under the association name. It was necessary to exclude shippers, who are not growers or associations of growers, on account of the essentially competitive nature of the exhibition as between Canada and England. In the latter of course there are no shippers, in the Canadian sense. Buyers of English apples rank with importers, and are naturally excluded.

Space for Non-competitive Exhibits.—Independent shippers as well as growers' co-operative organizations will have ample opportunity of securing valuable advertising for their brands or firm names, if they secure space for trade exhibits at 5s. per square foot. Such exhibits will possess particular value from the advertising standpoint, as it will be possible to give effective display to the firm names, and to distribute literature describing special brands, etc. The opportunity is one that should not be neglected by any exporter desirous of doing a considerable business in the United Kingdom. Applications for space should be made at once, by cable, to the *Daily Mail*, Imperial Fruit Show Department, 130 Fleet Street, London.

Advertising Literature.—It is recommended that, in connection with provincial exhibits and exporters' trade exhibits, literature descriptive of the apple resources of the province or of the special brands of the exporter, should be prepared for free distribution, the quantities supplied to be limited only by the capacity of the organization to furnish the same. It is likely that the attendance at the Imperial Fruit Show will run from 300,000 to 500,000, a large proportion, no doubt, drawn by their special interest in fruit.

Film Displays.—During the show special films will be shown illustrating the Apple Industry. It is desirable that Canada should be represented in these displays as effectively as possible. Films showing orchard cultivating operations, orchards in bloom, picking and packing of Canadian applies, etc., would be especially valuable for propaganda purposes.

Packing Demonstrations.—The British Ministry of Agriculture are organizing apple-packing demonstrations in barrels and boxes, in connection with the Show.

Top of Box Exhibits.—The top of the box must be clearly indicated by stencil.

Net Weight.—The net weight, when packed, of all exhibits must be stated on the outside of each exhibition package.

Best Commercial Size.—Canadian exhibitors may legitimately expect some guidance from the Fruit Trade Commissioner as to this factor in the score-card. While it is impossible to anticipate the views of the Exhibition judges, it is recommended that exhibition fruit run from 138 to 175 for most varieties, and from 150 to 200 for such varieties as Cox's Orange and Snow. It is suggested that it would be better if the six boxes of the Overseas Section and the twenty boxes of the British Empire Section, should consist of boxes of varying size within this limit, than if each exhibit were to consist of six or twenty boxes of one size, judged to be the best commercially. If one size is selected, it should preferably be 150.

Dessert and Cooking Varieties.—In the British Empire class there are two classes: (1) 20 boxes of dessert varieties and (2) 20 boxes of cooking varieties. It is particularly important that no mistake should be made in entering for these two varieties. Quite obviously, if McIntosh Red or Cox's Orange were entered as cooking varieties, they would be disqualified. It is recommended that, in making selections for these

two classes, exhibitors should make sure that they are in accord with such authorities as *The Apples of New York* and the published volume of the Ontario Department of Agriculture on Fruit Varieties. It is practically certain that the pronouncement of these two authorities would be considered as decisive by the judges. Canada is comparatively deficient in cooking varieties, but there are numbers of varieties that are equally good for cooking as for dessert. Any such, that are so declared by the authorities above named, should be safe for entry in the cooking class of the British Empire section. The possibility of disqualification, however, should be kept in mind.

Apple Publicity.—Although definite arrangements in this regard have not yet been made, there is a strong probability that, to secure effective publicity in connection with the exhibition, some of the following competitions will be advertised:—

(1) Retail Apple Display Windows.—Two hundred prizes of an amount to be fixed for the best retail apple display windows, set up during the third week in October, the judging to be by photograph.

(2) Apple Slogans.—Five hundred boxes of prize-winning apples, and five hundred free tickets of admission to the exhibition, to be offered for the 1,000 best apple slogans on the model of the following:—

> "An apple a day keeps the doctor away."
> "Red apples make red cheeks."
> "Every youngster needs an apple when his daddy needs a smoke."

(3) Housewives' Competition.—Five hundred boxes of prize-winning apples to be offered for the 500 best apple confections made by any housewife in the United Kingdom.

(4) Girls' Cooking School Competition.—Five hundred boxes of prize-winning apples to be offered for competition in the first 100 cooking schools of the United Kingdom to make application, undertaking to organize a competition for the making of specified apple confections during a specified week, and to award one box of apples to each of the five pupils who make the best confections, under the supervision of their teachers.

Importance of Exhibition.—While English apples are of almost negligible importance commercially, except that in a year of heavy crops they furnish a large proportion of the low-grade demand that would otherwise be open to Canadian Domestics and No. 3's, Canadian exporters must not make the mistake of minimizing the possibility of their making a very good showing at an exhibition. They have the advantage of growing early apples only, such as are likely to be at their best in late October, of being able to pick and pack immediately before the show, and of exhibiting apples that have only stood a rail journey of a very few miles. In this exhibition Canadian apples will not only compete with English apples in the British Empire section specially devised for inter-Empire competition, but, owing to the special prizes offered, they will also be in direct competition with England in the Overseas section, specially reserved for Canada. It would be a disaster of paramount importance—a disaster that would immensely stimulate English efforts to raise the grade and standard of their product, and to compete commercially and that would seriously injure our prestige in the market—if English apples secured either the first prize in the British Empire section or the £100 cup offered for the highest aggregate of points in the Overseas and the United Kingdom sections. Canadian exporters should realize this, and spare no efforts to send forward exhibits that will be certain to secure these prizes.

AGITATION FOR RESTRICTED FRUIT IMPORTS

Canadian apple exporters need be under no apprehension as to the agitation by English fruit-growers for the restriction of fruit imports. The Federation of British Growers, who are active in this connection, are understood to have met

with constant discouragements from the authorities. It is very unlikely that they will be able to secure the exclusion of American apples in any case, and their announced policy is that any such restrictions should not apply to Canadian apples.

A deputation from the Chamber of Horticulture and the Federation of British Growers recently approached the Ministry of Agriculture on the subject of the restriction of early vegetables and grape importations into the United Kingdom. They presented a very strong case, from their standpoint, and pointed out in particular the difference between the Dutch and English cost of production of tomatoes —5d. an hour against 1s. to 1s. 3d.—and instanced the frequent gluts of Dutch produce on the market. The Minister of Agriculture, in reply, stated that, whatever his personal feeling might be, the present House of Commons would not listen to any suggestion to regulate imports or to prohibit any products from coming in at certain times of the year. This had been made clear when the Key Industries Bill had been introduced. The suggested appointment of the advisory committee to furnish figures of home consumption and to indicate to what extent the demand was supplied by home production also did not accord with the Government's present policy of decontrol. While admitting that horticulture was a very important and essential industry, the minister pointed out that growers could not claim fiscal advantages not enjoyed by other trades. Cotton, steel, etc., were suffering from foreign competition, lack of orders, and the high cost of production, but England was still an exponent of free trade, and there was no indication of a reversal of the Government's fiscal policy.

ENGLISH GRADING AND PACKING PROPOSALS

The following are the grading and packing proposals that will probably be adopted by English growers, as previously reported:—

1. *Apples:* Special dessert fruit such as Cox's, etc.
   Quality—Perfect fruit only. Uniform colour and size.
   Grade—Minimum diameter, 2¼″.
   Package—Peach box, 17½″ x 11¾″ x 4½″ inside.

2. *Apples:* Dessert.
   Quality—Colour even throughout package: sound: without any blemishes affecting keeping or quality: skin blemishes not to exceed 10 per cent of the apples: evenly sized: minimum diameter, 2″.
   Grades—(Sizes)—2″ to 2½″ blue paper.
   2½″ to 3″ pink and blue paper.
   3″ and over, pink paper.
   Packages—British standard box: 18″ x 11½″ x 10½″ inside.
   Half bushel sieve.

3. *Apples:* Cooking.
   Quality—As in 2. Minimum diameter, 2¼″.
   Grades—(Sizes)—2¼″ to 2¾″ blue paper.
   2¾″ to 3¼″ pink and white paper.
   3¼″ and over, pink paper.
   Packages—Half barrel, barrel, bushel sieve. British standard box.

2 and 3. Every package to be well lined with coloured paper showing at top. All wicker packages to be lined with stiff paper. Every apple packed in British standard boxes to be diagonally packed and separately wrapped.

Sale—(*a*) Boxes—Count or net weight, or minimum net weight.
(*b*) Bonnet half bushel and bushel sieves, tightly packed in layers.
Half barrels and barrels, tightly packed.
Net weight or minimum net weight.

CALL TO ENGLISH GROWERS

An interesting call to English growers to revise their methods of fruit handling appears in a recent issue of the *Journal* of the Ministry of Agriculture, from the pen of the Deputy Controller of Horticulture. Extracts are as follows:—

"For shipment purposes growers in other countries soon discovered the futility of sending anything but good-class sound fruit, packed in such a manner as to

reduce the risk of bruising to a minimum. Thus they evolved the system of grading and packing and brought into use the wooden boxes and barrels now so well known on the markets. Legislation fixing certain standards of grades and packages, and measurements of boxes and barrels, is of more recent introduction. It has no doubt stimulated and hastened forward a movement which was started voluntarily.

"The exporters soon realized also that to secure repeat orders similar classes of consignments should be branded or labelled with distinctive and guaranteed marks, and for continued business a large bulk of a very few varieties would be needed. Experience in marketing soon established these facts, and growers in other countries soon adapted their industry to meet these conditions.

"A study of the figures showing the imports into this country makes it clear that the methods adopted in marketing imported fruit have given satisfaction. It is true that many of these consignments reach this country after the home crop has been consumed; but a portion, and an increasing portion, is marketed here in competition with the home-grown fruit.

"The disadvantage in respect of transport in which the imported fruit is placed should serve as a big handicap, yet because of the manner of its presentation, such fruit is in favour on our markets, and has in fact made considerable headway in securing a considerable proportion of the trade. For example, in 1919 the apple crops in the British Isles were exceedingly heavy in all districts, yet notwithstanding this, 2,967,284 cwts. were imported from abroad between August and December. These imported apples, in preference to the home-grown produce, were eagerly bought up by retailers, in many instances at prices in excess of those realized for our best samples. This fact illustrates the standing in the British markets that has been secured by the imported produce. It has been stated by wholesalers that as soon as the foreign crop arrives they have considerable difficulty in finding buyers for the home produce, simply because retailers and others prefer a standard article on which they can rely to an article which may, or may not, give satisfaction.

"Something must be wrong with the home industry that such a state of affairs can exist. Is it that the English varieties of fruit are inferior to those grown elsewhere? Or is it that the fruit is presented to the public in a less attractive manner than the imported? Or do both these factors operate together to the disadvantage of the home-grown article?

"The majority of people would admit truthfully that well-grown English fruit, with its thin skin, juicy flesh, and pleasing flavour, is probably as fine a fruit as is produced anywhere in the world, and much superior in flavour to that produced in places where the atmosphere is drier and the heat of the sun more intense. The fault appears to be not in the article but in the methods of packing and marketing—the manner in which it is presented to the public. It therefore becomes necessary to consider the present methods of marketing and distribution and to see where improvements can be made, what direction reforms should take, and by whom they should be made. There are, of course, growers in this country who not only pick their fruit carefully, but grade it into convenient sizes before packing into marketable parcels. Such growers experience little difficulty in marketing most of their produce, but their number is not large. Few people in England have seen apples put through grading machines before being properly packed, for even in Kent the practice even now is by no means general. The usual orchard scene with which one is so familiar, especially in the orchards of Somerset and Devon, is that of apples being shaken down from the trees and picked up and thrown into barrels; or gathered by hand into baskets and then poured in bulk into barrels. Large and small, sound and blemished, perfect and ill-shaped fruit, are all mixed in the same package. When full, the package is roughly handled to shake the fruit down tightly, straw is placed on the top and the package is ready for market. Seldom are the packages weighed, for it is generally accepted that the weight of apples in any given receptacle is known, and is constant, irrespective of the variety.

"Late varieties gathered in bulk and stored in heaps covered with straw in lofts, keep moderately well. The packing of these for the market shows little or no advance on those marketed direct from the orchard.

"In the past growers have been in the habit of planting a few sorts of local importance and the fascination of multiplying these is clearly shown by quoting, as an example, that of an orchard in the West of England no larger than an acre and a half, where no less than seventeen different kinds were planted. It is true that certain varieties do better than others in certain localities, and that some elasticity must be afforded to the grower when making his selection for planting; but it seems important that the whole industry should meet together to draw up a list of varieties which may be regarded as of commercial importance. It is not expected that all of these would do well in any one district, or in all classes of soil, but most growers would be able to make a selection to suit their needs. If this scheme were adopted, varieties which are useless or are unknown on the market, would in time be eliminated, and a large quantity of the agreed kinds would be produced. The public generally would become acquainted with these kinds and ask for them. Salesmen and retailers could rely upon a large bulk of a few sorts and would be in a position to give repeat orders. The varieties included in the list should be subject to alteration from time to time, in order that new introductions of decided promise might be added, and worn-out or unprofitable sorts struck off.

"When the grower has planted the varieties of fruit that are required by the consumer, he should endeavour, by the adoption of up-to-date hygenic measures in his orchards, to produce clean fruit free from blemish, and in picking to handle it with care, so that it may be presented to the consumer in a fit manner."

It is important that Canadian exporters should realize that the English grower is awakening to the necessity for improved methods of growing, grading and packing, and that when he decides, on a large scale, to adopt such methods, he will become a competitive factor of considerable importance on the market.

BRITISH GROWERS' MARKETING ASSOCIATION.

A British Growers' Marketing Association has been formed as a result of the efforts of the Federation of British Growers. Growers who agree to market their apples in accordance with the regulations detailed, elsewhere in this report, will be entitled to use the F.B.G.'s registered trade mark as a guarantee of quality. The expected result will be the enhancement of the value of all fruit sold under the guaranteed label, and an extensive campaign will be carried on by the F.B.G. to encourage all growers to market their better-class product under this guarantee. The scheme, at present, is a purely voluntary one, but it is hoped that a large proportion of the best varieties will be graded and sold this year under the new regulations. Arrangements have been made for the supplying of the British Standard Apple Box, (the same as the Canadian legal box) and for the sale of wrapping paper and labels in accordance with the scheme.

F.B.G. BREAKS JAM COMBINE

It is stated that 80 per cent of the large English jam manufacturers got together this spring, in a combine against the growers, agreeing on the maximum prices they were prepared to pay, which are as follows: strawberries, £40 per ton; gooseberries, £18 to £22 per ton; raspberries, £60 to £65 per ton; plums, £42 per ton; black currants, £60 to £70 per ton.

These figures are stated to be under the cost of production, and a campaign for the protection of the growers initiated by the Federation of British Growers, has proved successful, the growers being encouraged to hold out against the fixed prices, and parliamentary support being enlisted. As a result, individual negotiation has been restored and strawberries have sold at £50 to £55 per ton, and raspberries at £70 to £75 per ton.

THE WORLD'S MERCANTILE SHIPPING

Trade Commissioner Harrison Watson

London, July 20, 1921.—According to the 1921-22 edition of *Lloyd's Register of Shipping,* just published, the steel and iron steam tonnage of the world does not show any material change from June of last year, when the tonnage of shipping stood at 53,905,000 tons gross against 54,217,000 at the present time.

The position, however—details of which are given in tabular form later on—shows an increase of 11,703,000 tons gross over the world's total of June, 1914, and whereas last year shipbuilding results, supplemented by the purchase of a large amount of ex-enemy tonnage, enabled the United Kingdom's share to reach 19,288,000 tons, which was an increase of 411,000 tons over June, 1914, yet, while previous to the war the United Kingdom owned nearly 44½ per cent of the world's sea-going steam tonnage, the present percentage has fallen to just over 35½. This alteration is almost entirely due to the extraordinary development of shipbuilding in the United States during the war, although it will be observed that a few other countries have also added to their mercantile fleets.

The addition of about one-fifth to the world's steam tonnage, combined with the universal trade depression now being experienced, explains why, at the present time, so many ships are lying idle in port. One of the few signs favourable to recovery is the fact that the existing tonnage all over the world includes a considerable proportion of antiquated ships which would have been broken up long ago had it not been for the shortage created by the war, and the extraordinary prices realized subsequently for vessels of all kinds.

SEA-GOING STEEL AND IRON STEAM TONNAGE OWNED BY THE PRINCIPAL MARITIME COUNTRIES

Country	June 1914 Tons, gross	June, 1921 Tons, gross	Difference between 1921 and 1914 Tons, gross
United Kingdom	18,877,000	19,288,000	+ 411,000
British Dominions	1,407,000	1,950,000	+ 543,000
United States	1,837,000	12,314,000	+10,477,000
Austria-Hungary	1,052,000	Nil	....
Denmark	768,000	866,000	+ 98,000
France	1,918,000	3,046,000	+ 1,128,000
Germany	5,098,000	654,000	− 4,444,000
Greece	820,000	576,000	− 244,000
Holland	1,471,000	2,207,000	+ 736,000
Italy	1,428,000	2,378,000	+ 950,000
Japan	1,642,000	3,063,000	+ 1,421,000
Norway	1,923,000	2,285,000	+ 362,000
Spain	883,000	1,094,000	+ 211,000
Sweden	992,000	1,037,000	+ 45,000
Total abroad	23,637,000	34,929,000	+11,292,000
World's total	42,514,000	54,217,000	+11,703,000

In calling attention to the fact that only steel and iron vessels are dealt with in the above statistics—because wood vessels are not of any great importance in national trade—*Lloyd's* mention that the percentage of wood vessels at the present time represents 3·9 per cent of the total steam tonnage, as against 1 per cent in 1914. This alteration, however, is due entirely to the efforts to increase shipping during the war, and ownership is largely confined to the United States.

SAILING TONNAGE

Attention is also directed to the reduction in sailing tonnage since prewar time, amounting to only 852,000 tons, as being a much smaller decrease than any that had occurred in the previous period of seven years. It is remarked that this is due prin-

cipally to the increase which has taken place in the United States, the only country which has added to its sailing tonnage since 1914, apart from any ex-German tonnage allocated. Nearly 41 per cent of the world's sailing tonnage is now owned by the United States.

The percentage of sailing vessels to the world's tonnage is now 5 per cent, as compared with 8 per cent in 1914, and nearly 22 per cent in 1902. Other countries possessing any considerable amount of sailing tonnage are the British Empire (482,000 tons), France (353,000 tons), Norway (213,000 tons), and Italy (183,000 tons).

Lloyd's Annual Register, while containing full information about everything connected with the subject, usually makes reference to developments of any particular interest. Upon the present occasion features of this description are that steamers for the carriage of petroleum in bulk have grown from 385 with a tonnage of 1,479,000 in 1914 to 861 aggregating 4,419,000 tons; that the number of vessels fitted with internal combustion engines has grown from 290 of 234,000 tons in 1914 to 1,447 of 1,263,000 tons at the present time; and—perhaps the most interesting feature of all—that the use of liquid fuel on board steamers has increased enormously. In 1914 there were 364 steamers of 1,310,000 tons fitted for burning oil fuel, and to-day *Lloyd's Register Book* includes no fewer than 2,536 such vessels or 12,797,000 tons, nine times greater than before the war. This statement is supplemented by the following table noting the division of motive power in the two years:—

	1914 Per cent of total gross tonnage	1921 Per cent of total gross tonnage
Sail power only	7.95	5.05
Oil, etc., in internal combustion engines	0.47	2.0
Oil fuel for boilers	2.62	20.65
Coal	88.96	72.30
	100.00	100.00

THE NATION'S FOOD EXHIBITION AT OLYMPIA, LONDON

A great food exhibition is being organized under the management of the International Trade Exhibitions Limited in conjunction with the Trades Markets and Exhibitions Limited, to be held at Olympia, London, England, in September 1922.

The exhibition will embrace, among others, the following exhibits:—

Fruit
Dairy produce
Every description of beverage
Foodstuff machinery
Refrigerating apparatus
Cooking utensils, etc.

Foodstuffs and their preparation, accessories connected with their manufacture and distribution. Raw stuffs, cereals, etc.

Manufacturers will also be enabled, if they so desire, to have working exhibits or model factories installed, and, under certain conditions, to give away samples of their manufacture.

The tariff charges for space varies from 6s to 12s per square foot, according to position. Space, plans and full details as to tariff charges are now available and may be obtained from the Exhibition Offices, Broad Street House, New Broad Street, London, E.C.2.

CONCESSION TO AUSTRALIAN JAM MAKERS

C. Hartlett, Office of the Canadian Trade Commissioner.

Melbourne, July 5, 1921.—In response to strong representation made by Australian jam manufacturers that their products were unable to compete in oversea markets owing to the high price of sugar as fixed in the Commonwealth, the Minister for Trade and Customs has agreed to grant a rebate of £20 per ton on all sugar used in jam and canned fruits for export.

The present fixed price of sugar in Australia for manufacturing purposes is £46 1s. 10d. per ton of 2,240 pounds, which is almost double that of the world's parity.

Under the rebate arrangements just made, manufacturers of jam, etc., for export are to be allowed to import sugar at the ruling market price, but as they have large stocks of pulp on hand, and it will take some time to make the necessary financial arrangements to import, the Government in the meantime is to supply them with sugar at the fixed price of £46 1s. 10d. per ton. On exportation of the jam, manufacturers will be allowed a rebate of £20 per ton, and, when they receive the imported sugar, they are to replace, ton by ton, the sugar advanced by the Government from local supplies.

It is roughly estimated that the amount of sugar required for manufacturing for export will be about 2,000 tons per year, which will mean a cash concession to factories of £40,000 annually until the contracts entered into by the Government in connection with the control of sugar expire in 1923, and an open market prevails.

AUSTRALIAN FINANCIAL CONDITIONS

Trade Commissioner D. H. Ross

The Australian financial year which closed on June 30 brought to an end one of the most trying periods yet experienced by importers and traders. The sudden stoppage of buying due to the ending of a boom in importing and the subsequent inrush of high-priced goods and products from oversea, involved large purchasing credits. Deflation became more pronounced towards the end of the fiscal year, and as a result the usual June period of stocktaking ended in much writing down in order to bring valuations into line with price levels attractive to buyers. Much of this reduction from landed costs has, to the knowledge of this office, been substantial.

While the financial position throughout the year has been both difficult and involved, occasioning Australian banks much anxiety, the cause was readily understood as being the huge importations when the markets in Europe and the East generally failed British manufacturers. Hence, belated as well as forward orders were shipped from England as quickly as possible, arriving unexpectedly from the importers' point of view, and causing a tremendous accumulation of high-priced stocks throughout Australia. It was difficult to realize upon the goods on arrival because of the sharp deflation in values that took place while the consignments were on the water.

A cumulative cause of anxiety was the sudden blank so far as the realization of Australian wool was, and is, concerned. This has resulted in a serious decline in all-round values, and a disinclination on the part of would-be buyers of land, causing retailers throughout the country to refrain from purchasing anything but absolute requirements. This was, and is, accentuated by the disturbing anticipation that values must fall to a still lower level in the markets of the world.

The position has been handled with skill by the banks and large financial houses, and consequently, the percentage of compositions and failures has been unexpectedly low. Adjustment is not yet at an end, and the policy of caution will likely be

continued until the end of this year so that deflation may steadily proceed with as little ill-effect as possible.

In the view of an expert banker, "Australia is well out of the wood and the curtailment of credits in London has proved a blessing in disguise". In the meantime, most of the banks have made huge remittances of collections made on drafts—especially on those covering importations of necessary commodities.

While the public debt of the Commonwealth has reached very formidable figures, yet the greater portion of the war debt is owed by the state to its own citizens.

The favourable winter season has effected a more optimistic outlook in the trade and commerce of the Commonwealth, and with good spring rains (in September and October), a further improvement may be anticipated.

The mail closes at what is, even in normal years, the dullest trading period (midwinter and subsequent to stocktaking), and orders are being placed oversea upon a conservative basis for actual necessities and without the element of speculation, as so many importers have lost heavily through enforced realization of their stocks in recent months.

CONCLUDING DEBATE UPON COMMONWEALTH CUSTOMS TARIFF

Trade Commissioner, D. H. Ross

Melbourne, July 5, 1921.—This mail closes with the Commonwealth Parliament debating item 334 (newsprint and other paper), and as the total items in the tariff number 429, there are yet 96 items to be passed by the House of Representatives. Many of these are included in a miscellaneous schedule, comprising a large number of duty-free articles, hence it is assumed that the debate on the tariff in the Lower House will be concluded within a week. It is then anticipated that the Representatives will adjourn until the end of August or early in September.

The tariff as passed by the Representatives will automatically be transferred to the Senate for further consideration. Should the Senate take exception to any duties, the procedure is that such items shall be referred back to the Representatives for revision, but to the Lower House only belongs the responsibility of final decisions upon the duties.

As the Government has the support of 35 out of the total 36 Senators, it is conjectured that there will not be any serious amendments to the schedules of duties ratified by the Representatives. During the adjournment of the Lower House the Senate will be in session and it is thought that within a month their consideration of the tariff will have been completed.

When the Representatives resume their session, the ratification of the tariff will be entered upon, and, possibly sometime in September, the tariff will be printed and made available for distribution, in which case a number of copies will promptly be forwarded to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

INTER-DOMINION PREFERENCE

As outlined in *Weekly Bulletin* No. 849, the Australian Customs preferential duties are, so far, only applicable to goods or products made in the United Kingdom of which at least 25 per cent of their value must be added to foreign goods processed or finished in the United Kingdom to enable them to be admitted under the preferential duties.

When introducing the tariff (now being debated) on March 24, 1920, the Minister of Trade and Customs stated the Tariff Bill (not yet enacted) would enable him, subject to the subsequent approval of Parliament, to arrange a reciprocal tariff with some other parts of the Empire. The Bill will permit the granting of the United Kingdom preferential duties to certain of the Dominions either in whole or in part, or the intermediate tariff either in whole or in part.

In the method of application, if any of the self-governing Dominions submit reciprocal proposals, which may be considered to be of mutual advantage, the power is taken to give the United Kingdom rates on some of the items, intermediate rates on others, leaving the balance in the general tariff schedule.

THE INTERMEDIATE DUTIES

The tariff Bill makes provision for the extension of the intermediate tariff, either wholly or in part, to any other country with which Australia may be able to satisfactorily arrange reciprocal trade relations, subject to consent of Parliament.

In the meantime, only two schedules of duties are operative—the British preferential and the general—and until such time as the proposals from other Dominions are consummated there will be no concession in duties now applicable under the general tariff. The intermediate rates of duty are not yet applicable to importations from either British Dominions or foreign countries.

PROVISIONS AGAINST DUMPING

It is announced that, owing to the abnormal exchange rates which have been ruling for some time past—particularly in some European countries—and which give no indication of any immediate improvement, the Minister of Trade and Customs proposes making a material alteration in anti-dumping legislation with the object of preventing the Commonwealth being flooded with goods from former enemy countries. The method to be pursued in this direction has not yet been disclosed, but it is announced that a special tariff board is to be appointed to deal with dutiable values on importations into the Commonwealth. Up to this date, importations of goods or products from Germany and Austria have been prohibited, hence the anti-dumping enactment will likely be operative before the embargo is lifted or before goods from these countries can be landed at ports in the Commonwealth.

THE LUMBER DEBATE IN COMMONWEALTH PARLIAMENT

When Division X—articles of wood, wicker and cane—in the Commonwealth tariff was introduced, no provision was made for the ultimate extension of the principle of preference (except in the case of a few minor lines). That is to say, the duties proposed were the same in the preferential, intermediate and general columns.

It is obvious that a preference to the United Kingdom on timber would confer no concession to the exports from that country. Inversely, the item is of great importance to Canada in competing for Australian trade with the United States and Scandinavia, both of which have, for many years, been large exporters of timber to the Commonwealth.

Through the strong pressure of Australian timber interests, the duties upon imported timber—in tariff consideration—has invariably been one of the most contentious items debated by the Commonwealth Parliament. There has been no exception in the debates over the ratification of the tariff now under review, with the result that the duties have been greatly increased on the leading lines of timber importations, in order to provide a greater measure of protection for the domestic industry. What the effect of the increased duties will have upon importations is mere conjecture, but much will depend upon improved financial conditions and increased building development on the one hand, and with the competitive production of Australian timber mills on the other.

To Canadian exporters of timber to Australia there is, however, an element of consolation in that the Minister of Trade and Customs made some material alterations in the schedule whereby (ultimately, under a reciprocal agreement) a preference of 10s. ($2.43) per 1,000 superficial feet may be extended to the leading lines

of undressed timber imported into Australia from Canada. This concession will be of material advantage to British Columbia shippers of Douglas fir, in addition to which, the more favourable bank rate of exchange existing between Australia and Canada than between Australia and the United States, is a considerable factor in competitive landed costs.

THE DUTIES ON TIMBER PASSED BY LOWER HOUSE.

In the debate in the Commonwealth House of Representatives upon the ratification of customs duties on (item 291) timber, some of the sub-items (A, B, C, D, E, I, J, K, and N) passed without alteration, but the duties upon the other and principal sub-items were much increased. As the item is of so much importance to Canadian exporters, particularly in British Columbia, it is thought prudent to promptly pass on the decisions arrived at (although not yet ratified by the Senate) for general information.

DUTIES IMPOSED BY COMMONWEALTH HOUSE OF REPRESENTATIVES.

Item 291. Timber—	Preferential	Intermediate	General
A. Engravers' boxwood and engravers' maplewood........ad val.	5 per cent	5 per cent	5 per cent
B. Hickory, undressed........ad val.	5 "	5 "	5 "
C. Logs, not sawn........ad val.	5 "	5 "	10 "
D. Spars, in the rough........ad val.	5 "	5 "	10 "
E. New Zealand White Pine, undressed, n.e.i., for use in the manufacture of butter boxes, as prescribed by departmental by-laws, per 100 super. feet........	1s.	1s.	1s.
F. Timber, undressed, n.e.i., sizes of 12 in. x 6 in. (or its equivalent) and over, per 100 super. feet........	3s.	3s.	4s.
G. Timber, undressed, n.e.i., in sizes of 7 in. x 2½ in. (or its equivalent) and upwards, and less than 12 in. x 6 in. (or its equivalent), per 100 super. feet........	4s. 6d.	4s. 6d.	5s. 6d.
H. Timber, undressed, n.e.i., in sizes less than 7 in. x 2½ in. (or its equivalent), per 100 super. feet.	5s.	5s.	6s.
I. Timber, undressed, cut to size for making boxes, per 100 super. feet........	5s.	5s.	5s.
J. Timber, for making boxes, being cut to size and dressed or partly dressed, per 100 super. feet..	6s.	6s.	6s.
K. Timber, bent or cut into shape, dressed or partly dressed, n.e.i........ad val.	30 per cent	30 per cent	30 per cent
L. Timber, dressed, n.e.i., per 100 super. feet....	6s.	6s.	6s.
M. Plywood, veneered or otherwise, per 100 square feet........	6s.	6s.	7s.
N. Veneers........ad val.	30 per cent	30 per cent	35 per cent

Items 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305 and 306 passed without alteration with the exception of 304 to which a new sub-item (D) has been added viz.:—clothes-pegs per gross, 1s. preferential, 1s. intermediate; and 1s.6d. in the general tariff schedule.

IDENTITY CARDS FOR COMMERCIAL TRAVELLERS IN MOROCCO

A communication has been received from the Secretary of State for the Colonies in which intimation is made that certain regulations governing the issue of identity cards to commercial travellers will shortly be made applicable by King's Regulation to British subjects in the French zone of Morocco. Article 1 provides that all persons following, even temporarily, the profession of commercial traveller or trade representative in the French zone must be in possession of an identity card.

Copies of the Dahir and Arrêté Vizeriel, by which these regulations were promulgated, are on file in the Department of Trade and Commerce, and may be referred to on application to the Director, Commercial Intelligence Service, (quote File No. 27442).

THE FINANCIAL SITUATION IN NEW ZEALAND

Trade Commissioner W. A. Beddoe

Auckland, July 12, 1921.—A slight improvement is noticeable in the financial situation. The banks have adopted the policy of taking care of the smaller class of customers who are conducting a successful business. This runs into amounts up to a few thousand pounds a month. The larger customers are reducing their imports to such an extent that they do not rely as formerly upon help from financial institutions. Several large concerns who have had call money on hand, which, under the law, cannot be demanded, have made issues of debentures and much of the call money has been absorbed by debentures, and the balance has gone to the reduction of overdrafts. This method of clarifying the financial situation has been beneficial and is the direct cause of more generous dealing on the part of the banks.

The exchange rate, however, has gone up to 3½ per cent as against 3 per cent two weeks ago, and the banks are becoming more generous with respect to the issue of letters of credit. Money is accumulating slowly in London, sufficient to meet the demands of long date drafts, referred to in a previous report. In some cases now the banks will establish credits by cable and will issue letters of credit.

There is a distinct falling off in imports and a slight improvement in exports. It is generally regarded in the business community that the turning point has been reached and that in future there will be more exports than imports, which will have a very beneficial influence on the money market. The stocks of imports are gradually being absorbed and replenishment is carried on with the greatest circumspection. Altogether one may say that the financial pulse is more normal than it has been for a considerable time.

PANAMA AS AN IMPORTING AND DISTRIBUTING CENTRE

Trade Commissioner H. A. Chisholm

Habana, July 29, 1921.—The Panama canal has had the effect of creating a new strategic trading point on the Isthmus that is daily assuming greater importance for the exporter to the Republic of Panama and to neighbouring territories. Panama is of twofold importance to the exporter. In the first place, the physical existence of the Canal has created a consuming power on the Isthmus which had not existed prior to the inception of this truly monumental work of American genius. And, in the second place, the two terminal ports of the Canal—Colon on the Atlantic side and Panama on the Pacific side—are now developing as distributing centres for goods destined for portions of Central America and for certain ports on the northern coast of South America.

I

GEOGRAPHY AND POPULATION

The Republic of Panama, with the Canal Zone administered by the Government of the United States, comprises the Isthmus of Panama and forms the connecting link between Central and South America. Its area is 33,667 square miles or a little more than the combined area of the provinces of New Brunswick and Prince Edward Island. The population of the Republic in 1920 was 401,000, comprising roughly some 50,000 whites, 220,000 mixed Indian-whites, 65,000 Negroes, 60,000 Indians, and 5,000 Orientals. The City of Panama, the capital, has an estimated population of 65,000, and Colon about 30,000. In addition, there is an estimated population of 40,000 in the Canal Zone. About 75 per cent of the area of the Republic is mountainous, varying from 2,000 feet to 7,000 feet above sea-level.

FOREIGN TRADE

Panama is an importing rather than an exporting community. Ever since the establishment of the Republic in 1903, the value of Panama's importations have been from two to five times the value of her exports. In 1910, according to the published reports of the Government of Panama, imports amounted in value to over $10,000,000 as against $1,770,000 for exports; in 1913, $11,000,000 as against $5,000,000; in 1919, $11,400,000 as against $3,760,000; and in 1920, $17,100,000 as compared with $3,640,000. In 1920, the value of exports from Panama were not much more than a fifth that of the imports. Over 60 per cent of Panama's total export trade is in bananas from Bocas del Toro to New Orleans. Most of the balance is in cocoanuts, cattle hides, balata, and tropical woods—also for New Orleans. From 70 to 85 per cent of Panama's imports are from the United States, from 7 to 10 per cent are English textiles, and most of the remainder are from Canada, China, and Japan.

Statistics published by the United States Department of Commerce give a better idea, however, of the importance of Panama's import trade. While the Republic of Panama places at $11,400,000 and $17,100,000 respectively the total values of imports for the years 1919 and 1920, *United States Commerce Reports* place the values of American goods exported to the Republic of Panama for the years in question at $22,000,000 and $33,300,000 respectively. This is nearly double the official Panamanian figures for total imports from all countries. The wide divergence is partially explained by the fact that no separate figures are given in the United States reports of the values of goods shipped to Panama for use in the Canal Zone, and partially by the low values at which goods entering the Panama customs are appraised. In any case it would appear that a fairer idea of the value of Panama's foreign trade would be obtained by doubling the official figures published by the Government of Panama. The value of the goods (at world market prices) imported into the Isthmus of Panama in 1920 may therefore be conservatively placed at $35,000,000, and in 1919 at $24,000,000.

CANAL ZONE DISBURSEMENTS

Panama can afford to be an importing country on account of the huge disbursements made by the United States Government to employees of the Canal zone. In June, 1920, 21,631 persons were employed by the United States Government in the Canal Zone. Of these 4,608 were white, the remainder were coloured, and for the most part British West Indians. These employees are all well paid and well housed, and most of them, whether white or coloured, have their families with them. In 1920, the paymaster of the Canal Zone, according to his official returns, made disbursements amounting to $38,426,733. Nearly all the white employees live in beautifully laid out houses provided for them in the Canal Zone, but a large proportion of the coloured employees live in Panamanian territory adjoining the Canal Zone.

The Commissary Department of the administration makes large yearly purchases of foodstuffs and other supplies which are retailed in stores established for the employees. In 1920 the "Commissary," as this Department is called, bought goods to the value of over $10,000,000, of which $6,605,000 was bought in the United States, $312,000 in other countries, and the remainder locally. Some of these purchases for 1920 were as follows: Flour, 6,696,500 lbs.; condensed milk, 2,755,000 lbs.; canned fish, 618,000 lbs.; butter, 485,000 lbs.; and tomatoes in tins, 402,000 lbs. The value of the output of the Commissary bakery in 1920 was $500,000.

Purchases of American goods, either for the Commissary Department or for other departments such as Railways and Equipment, are usually made in the United States by the purchasing agent of the Panama canal at Washington or by the purchasing agent of the Panama Railroad at New York. All goods imported by the administration for their own use or for the use of their employees enter Colon or Panama free of duty. This applies not only to American-made goods, but to the

products of all countries. Moreover, the customs law of Panama provides that a refund shall be made in full of the import duties on all articles imported into the Republic which the importer proves to have sold to the Canal Zone authorities.

The trade of the Canal Zone and the Republic is further increased by the sums spent on supplies and bunkering by the two to three thousand ocean vessels now passing annually through the canal, to say nothing of the money spent in Colon and Panama City by the passengers and crews of these vessels. Colon has most modern oil and coal bunkering facilities, as well as cold storage and other warehouses where ships' supplies of all kinds may be purchased.

PANAMA'S PURCHASING POWER LITTLE AFFECTED BY WORLD DEPRESSION

The Republic of Panama enjoys an economic position unique amongst her neighbouring republics whose purchasing power depends on their ability to sell abroad at fair prices their coffees, sugars or cacao. The imports of these republics have declined drastically because their foreign markets have contracted both in volume and in value.

Panama, however, depends only to a very limited degree on the sale of her products abroad. Income has become more or less fixed as far as Canal Zone disbursements are concerned, and income from transient canal ship trade has been showing a tendency to increase rather than to decrease. Retailers and wholesalers in Colon and Panama City say that there has been comparatively little falling off in their trade. The luxury trade has fallen off somewhat, but business in staple lines is holding up well. The purchasing power of the natives along the coastal regions, who produce most of Panama's export commodities, does not seem to have been greatly affected by the drop in commodity prices. The volume of their cocoanut and banana trade has kept up well, and the prices for these commodities have not gone down any further than have the prices they pay for their dry goods and other imported necessities.

There are no large stocks of imported goods in Panama, as there are in nearly all the Latin-American republics. Panamanian merchants buy only a few weeks' or at most three or four months' supply of goods. Ships from the United States touch at Colon every two or three days at least, so there is no danger of a merchant's goods being held up for lack of transportation. Merchants do not have to cater to seasonal demands in Panama, as there is very little seasonal change and as the income from bananas, cocoanuts, and other crops is spread over the entire year. In many other Latin-American countries, the volume of buying ascends steeply as the returns from major crops, such as sugar and coffee, begin to come in. Goods must be retailed and paid for during these months, or be held over until next year's crop is sold, when income will begin once more. This factor need not be reckoned with in Panama, however, because the Republic's income both from United States disbursements and from its exports remains nearly constant at all seasons.

COMMUNICATIONS

The Republic's foreign trade is conducted through three ports—Panama on the Pacific side, and Colon and Bocas del Toro on the Atlantic side. Panama and Colon are served by every line of steamships operating through the Panama Canal and, in addition, by several other lines operating in Caribbean and Atlantic waters and down the Pacific coast. Every country in the world operating international shipping has vessels calling at Panama or Colon. Practically all the imports enter by these two ports. Bocas del Toro is the banana port of the Republic established by the United Fruit Company, but much of the imported requirements for Bocas del Toro are supplied by coastwise trading vessels from Colon. All the trade of rural Panama is conducted by these small coasters operating from the ports of Panama

and Colon. There are as yet neither railroads nor highways through the Republic, but each Province of the Republic has its own little ports connected with Panama or Colon by small trading schooners and steamers. After arriving at these ports, supplies are thence carried to their inland destinations by muleback.

The Republic will not be handicapped much longer, however, by the lack of modern inland transportation. The Federal Government has already appropriated funds, and has created a special department under a well-known American engineer for the construction of a system of modern highways, which will result in the early substitution of motor traction for mule traction between these ports and their respective tributary territories, while one or two trunk roads will be constructed parallel to the coast for the purposes of linking up these districts by an inland system of transportation. Contracts for the construction of several of these roads have already been given to two engineering firms. The sum of $1,500,000 was available this spring for the purposes of these contracts, while further funds are accruing at the rate of $1,250,000 per annum up to a total of $7,000,000. It is confidently expected that this highway development will usher in an era of agricultural progress for the Republic creating wealth and population to a degree hitherto undreamed of.

VENEZUELA AS A MARKET FOR CANADIAN PRODUCTS

Trade Commissioner H. A. Chisholm

II

The Venezuelan Tariff

HEAVY SURTAXES

The Venezuelan tariff is so complicated that only the most experienced importers in Venezuela are able to keep themselves out of expensive pitfalls into which the unwary are bound to tumble on occasions. The rates of duty are arranged according to a schedule of nine classes, with rates ranging from 1 cent (0·05 bolivars) per gross kilogramme for the first class to $4 per gross kilogramme for the ninth class. General surtaxes amounting to 56 per cent of the duty are then applied, and some articles are in addition subject to specific or ad valorem surtaxes, which are intended to make the schedule more elastic and are applied in many instances to cover variations in quality or admixtures of component materials of a higher grade. The executive is authorized to increase up to 25 per cent the import duties on goods from foreign countries which do not provide in their treaties with Venezuela for most-favoured-nation treatment. A surtax of 30 per cent is applied to all goods imported direct from any of the West Indian colonies. This tax was imposed in 1881, for the purpose of bringing about the establishment of wholesale houses and warehouses in Venezuela, to supersede the custom of supplying Venezuelan requirements from stocks maintained in Curacao or Trinidad.

The cumulative effect of these taxes has been to create a level of import duties probably higher than in any other country in the Western Hemisphere. In recent years the average import duty, including the various surtaxes, has been about 50 per cent of the value of all imports. The following is a statement of the duties and taxes to be paid to clear a shipment of furniture of class 4a of the Venezuelan tariff, which may be taken as a typical average:—

1 kilo	Bs.	0.75
20 per cent specific	Bs.	0.15
	"	0.90
55 per cent various surtaxes	"	0.50
1 per cent sanitation tax	"	0.01
Total duties on 1 kilo of furniture	"	1.41

It must be remembered that these surtaxes do not include certain supplementary dues such as port charges, wharfage dues, warehouse charges, stamp taxes, etc., based usually on the value or weight of the shipment.

DUTIABLE WEIGHT AND PACKING

An important feature of the Venezuelan tariff is that all duties are levied on the gross weight, i.e. inclusive of the weights of the containers. The exporter must then make a special effort to combine lightness with strength in his packing. Packing of goods shipped for La Guaira or Puerto Cabello, for example, need not be as rugged as the packing for goods destined for some other South American countries, where they must travel for many weeks to reach their inland destination. Both La Guaira and Puerto Cabello are equipped with good covered docks and warehouses from whence goods are transferred to the wholesale warehouses, say in Caracas or Valencia. A good substitute for heavy wooden packing may be found in strong water-proofed strawboard covered with chicken neeting. Every kilogramme thus taken from the gross weight of a shipment of goods carrying the highest rates of duties reduces by $4 the net cost of every kilogramme to the importer.

SHIPPING INSTRUCTIONS

Foreign shippers must follow to the letter the instructions sent them by their representatives or consignees in Venezuela, or their shipments will invariably cause their customers considerable annoyance and expense and make future orders more difficult to get. The phraseology used in the invoices must be exactly the same as that quoted to the shipper by his customer. The insertion of a quotation mark or bracket may cause a fine amounting to 50 per cent of the duty to be levied. This matter of complying with the customs regulations is so important for the exporter to Venezuela that the writer has considered it advisable to make lengthy abstracts from the concise customs regulations of Venezuela, supplemented by annotations from United States and British consular reports, and by suggestions made by experienced importers, as follows:—

"*Shipping Instructions.*—Shippers of merchandise to Venezuela must present to the Venezuelan consul for certification four copies of the consular invoice, which should contain the following data: The names of the shipper and the consignee, the port of shipment, the port of destination; the kind of vessel, its name, nationality, and the name of its captain; the mark, number, kind, and destination of each package, its contents, exact gross weight in kilogrammes, and its value. The contents must be declared by designating the name of each kind of merchandise, without abbreviations or the use of ditto marks, mentioning the component material and the quality or circumstance which distinguishes it from other merchandise of the same name specified in the tariff under a different classification. In the case of shipments from foreign colonies the tariff class must also be indicated in the invoice.

"Packages having the same contents, size, weight, and form, such as bags, cases, barrels, kits, etc., of cereals, soap, chinaware, macaroni, candles, and similar merchandise, marked with the same numbers and marks may be included in one item.

"If the shippers are not acquainted with the Spanish language, the consular officer must translate the invoice, making three extra copies of the translation. When the original invoice does not exceed 30 handwritten lines, the charge will be $3 gold for the four copies of the translation; a charge of 3 cents will be made for each additional line.

"Packages with different marks may be included in one invoice.

"It is advisable to present consular invoices for certification not later than the day previous to the sailing of the vessels. As a result of a report by the consuls that shippers often present their invoices for certification at the last moment, leaving

the consul insufficient time for their examination and for insertion of the required data, a ruling has been made that when invoices are presented at the consulate shortly before the departure of the vessel, the consul must notify the shippers of the penalties to which the consignees will be subjected for incomplete data. If the shippers insist on forwarding the invoices on their own responsibility, the consul will write at the bottom of the invoice: "Advertencia. No revisada por haber sido presentada 2 horas antes de la salida del buque," (Warning. Not verified, because presented two hours before sailing of vessel.)

"When the consul is allowed sufficient time for the examination of the shipping documents and finds it unnecessary to make the above notation on the invoice, the importer may be relieved from liability for omissions in the invoice, as it is the duty of the consul to see that the invoices are properly made out and to refuse to certify those which fail to comply with the prescribed regulations. The Venezuelan customs authorities have in some cases authorized the refund of fines imposed for defects in invoices which had been duly legalized by the consuls, when it appeared that sufficient time had been allowed for a careful examination of the shipping documents by the consuls.

"When, after a consular invoice has been certified, a change is to be made on account of short shipment or other circumstances, the consul will write a note at the bottom of the invoice (not in the body), stating the circumstances and signing the note.

"Bills of lading do not require certification; consuls, however, are to certify as many as five copies without charge when so requested by shippers; should more than five copies be desired a charge may be made for each additional copy.

"It is not permissable to consign goods "to order," and a penalty of from 750 to 2,000 bolivars is imposed on the captain of a vessel carrying "to order" shipments. The goods so consigned are subject to a surtax of 25 per cent of the duty.

"Merchandise for different ports must not be included in the same invoice.

"Packages may be marked with either stencil or brush. Weights need not be shown on packages.

"Firearms may be shipped only by special permit from the Government of Venezuela.

"All shipments of foodstuffs should bear a Government stamp of inspection or be accompanied by a sworn statement that the goods have been inspected by competent authority.

"Exporters to Venezuela should bear in mind the following points:

"That every article must be properly and explicitly described in the invoice. If an article is known by various names in different countries, the exporter should satisfy himself as to its Venezuelan designation.

"If an article is called by a name applied to goods of a class lower than the Venezuelan classification, the article is liable to confiscation as contraband.

"If an article is misnamed, and because of this misnaming is placed in a class higher than its proper classification, the importer must pay the duty of the higher class.

"If the name given in the invoice is not specific, the importer must pay a fine equal to double the duty on the article.Thus, "whiskey" is not considered a sufficiently specific designation of "rye whiskey in bottles of 1 quart each."

"Articles belonging to two or more tariff classes should not be packed in the same case, for when so packed the entire contents of the case will be dutiable at the rate applicable to the article under the highest classification."

Customs Penalties.—An elaborate system of fines is provided in the customs regulations as follows:—

"For failure to make entry within four days from the time of the inspection of the vessel and upon receipt of invoices by the importer or the customs authorities,

100 bolivars ($19.30) for the first day and 10 bolivars ($1.93) for each succeeding day. If the goods are not claimed within a period of 60 days, the shipment is considered as abandoned and disposed of at public sale.

"In case of a discrepancy between the various copies of the invoices, whether in regard to number of packages, weight, description, or, in case of exports from the West Indies, in regard to tariff class, a fine of 25 bolivars ($4·825) is to be imposed for each item showing such discrepancy.

"Failure to specify in the invoice the names of the shipper and consignee, ports of shipment and destination, the kind of vessel, its nationality and name, and the name of the captain, is penalized by a fine of 50 bolivars ($9.65). If the invoices fail to show the mark, destination, number and kind, contents, gross weight in kilos, and value of each package, a fine of from 125 to 1,000 bolivars ($24·125 to $193) is to be imposed. No fine, however, is levied in the case of goods invoiced under the free list for failure to specify in the invoice the quality or circumstance that distinguishes them from other merchandise of the same name specified in a different tariff class.

"In case of undervaluation, supported by legal proof furnished by the consul, there is to be levied a surtax equal to the percentage of difference between the declared value and the actual value as proved by the consul.

"If upon examination the shipment is found to weigh more than is indicated in the invoice, duty shall be levied on the weight ascertained by examination, and if the difference exceeds 5 per cent, there shall be imposed a fine equal to the duty caused by the difference in weight.

"If the weight ascertained by examination is less than the declared weight duty shall be calculated on the basis of the latter, but a discount for leakage may be allowed on certain articles upon application to the Ministry of Finance.

"If upon examination it is found that some packages contain goods of a higher tariff classification than that declared in the entry, the duty shall be levied on the basis of the highest class as ascertained by examination, and the goods incorrectly declared shall be considered as contraband.

"If the examination shows that some packages contain goods subject to a lower classification than that declared in the entry, duty shall be collected according to the classification given in the entry.

"In case the difference in weight or in designation resulting in a higher tariff classification affects more than two packages of those included in one invoice, there shall be imposed, in addition to the fines on each package, a surtax of 25 per cent of the total amount of such fines.

"Articles which are found upon examination to belong to tariff classes subject to surtaxes and which are declared in the same classes without surtaxes are subject to the same penalties as articles found upon examination to belong to a higher tariff class than the one under which they are declared. Articles subject to ad valorem surtaxes, which have been declared in the consular invoices at a value below their real value, are subject to the same penalties as articles found upon examination to belong to a higher tariff class than the one under which they are declared."

The exporter must bear in mind that the consignee may obtain his goods when shipped on terms of cash against documents, without presenting the invoice. Under Venezuelan law, the consignee is considered to be the owner of the merchandise, and although a banker may be holding the invoice with draft attached, a consignee who is not overly scrupulous may obtain a copy of the invoice in possession of the customs official by stating in writing that he has not received his invoice, and may then remove his goods on payment of the duty. When the exporter is not thoroughly acquainted with his consignee, or when he has no selling representative in the consignee's district, he should protect himself by consigning his goods to a bank.

Following are parcel post instructions sent out by a leading importer to shippers in the United States:

Weight.—Maximum weight allowed by Venezuelan Customs Laws is five kilogramme gross per package.

Packing.—In order to save duties, packing should be of strong waterproof paper, rather than of wood or cardboard. Each package should contain a piece of music or a catalogue, in order that when liquidating duties packing may be appraised at the lowest class.

Declarations.—Declarations of packing should be made as follows: *Musica Y embalaje* (so many kilos and grammes) or *catalogo y embalaje* (so many kilos and grammes) as the case may be. Declaration of contents of package may be made in the regular way, taking the corresponding declaration from the Custom House Tariff.

It is important to note that only four packages may be received by the same person, consequently, when shipping more than four packages, these should be addressed to different persons, in lots of four packages each.

TRADE OF BARBADOS IN 1920.

TRADE COMMISSIONER, E. H. S. FLOOD

TRADE OF BARBADOS IN 1920

Barbados, July 14, 1921.—The statistics of the trade of Barbados for 1920—obtained through the courtesy of the Comptroller of Customs—though they have not yet been published, show the trade of the year to value £10,011,371, made up of the imports £5,145,537, and exports £4,865,780. There was an increase over 1919 of £2,812,477.

The following statement gives the trade figures for the last four years:—

	Imports £	Exports £	Total trade £
1917..	2,285,272	2,190,114	4,475,392
1918..	2,986,006	2,480,646	5,466,652
1919..	3,893,458	3,305,382	7,189,840
1920..	5,145,537	4,865,780	10,011,317

THE IMPORTS

The value of the imports in 1920 was greater than in any previous year in the history of the Colony, as was also the total trade. With some few exceptions there was an increase in the value of all principal articles imported, and an increase in quantity also, so far as can be gathered from the Comptroller's Report, with the exception of a few items that are of interest to Canadians, namely: bran, pollard, matches, iron and steel bars, common soap, white pine and spruce.

There will be noticed in the appended table a large increase in the imports from the United Kingdom, the bulk of which was in manufactured goods, though the Comptroller's Report, which is rather a summary, does not give all these details. During the war, manufactured goods for the West Indies were chiefly obtained in the United States, and the value of that class of imports from the United States rose during the years from about £85,000 in 1913 to £450,000 in 1919. The total value of the imports from Canada rose during this period from £192,495 to £941,560. The following statement will show the imports from the principal countries for 1920, and the two previous years.

Countries	Imports 1918 £	Imports 1919 £	Imports 1920 £
United Kingdom..	597,571	739,861	1,559,498
Canada..	489,783	723,194	941,580
Other parts of British Empire ..	628,465	710,198	635,915
United States	1,040,049	1,551,919	1,839,426
Other foreign countries..	230,138	166,286	169,118

IMPORTS FROM CANADA AND THE UNITED STATES

The value of the imports from Canada for 1920 increased £215,386 over those of 1919. In comparing the articles in the table hereunder with those of 1919, it is found that an increase also occurred in the quantities of all the items except bran, sulphate of ammonia and spruce boards, and that there was, therefore an actual increase and not one due to inflation alone. In the case of the United States the increase amounted to £287.507, but it is found on examination that in regard to quantities the number of increases and decreases appear about the same, and that one item valuing £258,340 in fish, was Newfoundland fish trans-shipped at New York. Omitting this item, the value of the imports from the United States will be about the same as in 1919. This indicates that the imports from that country have received a check, as an increase has occurred from all the other principal countries.

PRINCIPAL ARTICLES IMPORTED FROM CANADA AND THE UNITED STATES IN 1919

Principal Articles—	Canada Quantity	Canada Value	United States Quantity	United States Value
Apparel	....	£ 890	....	£ 17,399
Boots, shoes	....	644	....	27,726
Butter, pounds	24,986	3,747	149,778	22,467
Oilmeal, pounds	3,895,562	29,216	3,277,702	24,583
Coal, tons	....	....	101,761	508,808
Cheese, pounds	76,566	6,381	3,283	274
Fish, dry salted, qtls.	65,490	163,726	103,529	258,824
Bran and pollard, pounds	540,256	3,377	133,782	836
Cornmeal, bags	3,746	3,747	36,953	36,953
Flour, bags	115,788	289,470	25,132	62,830
Oats, pounds	8,017,204	100,215	51,496	6,644
Machinery	....	560	....	70,217
Manures	2,188	56,902	274	7,127
Sulphate of ammonia, tons	....	....	....	....
Other kinds, tons	10	150	165	2,473
Meat, beef, pounds	41,357	3,102	497,077	37,281
Pork, pounds	262,736	26,273	115,190	11,519
Medicines and drugs	....	1,297	....	8,208
Oleomargarine, pounds	382	38	252,107	25,211
Paper	....	3,582	....	13,159
Pine and spruce, feet	3,377,743	67,555	3,100	62
Shingles, number	20,826,050	52,064	....	....
Staves and shooks, number	98,364	1,672	2,165,730	36,817
Vegetables	....	3,211	....	3,684

EXPORTS

The value of the exports for 1920, as shown in the first table of this report, was £4,865,780. Of this £3,560,084 was the produce and manufacture of the Colony, and the balance made up of re-exported goods and bunker coal. The noticeable feature of the year was the increased export to the United Kingdom, and the fall off in regard to Canada.

The following table gives the valuing of the exports of the produce of the Colony to the principal countries, in 1920, and for comparison those of the previous year:—

Countries	Exports 1919	Exports 1920
United Kingdom	343,887	1,055,346
Canada	1,470,193	1,266,134
Other parts of British Empire	207,681	300,165
United States	87,290	567,251
Other foreign countries	85,862	371,188
	£2,194,913	£3,560,084

SUGAR AND MOLASSES

The quantity of sugar exported was 34,737 tons, and of fancy syrup equated to sugar 15,544 tons, making an export of 50,281 tons. As compared with 1919 the quantity of sugar exported fell off 6,015 tons, but had an increased value of £970,637. The

quantity of molasses fell off 856,900 gallons, but had also an increased value amounting to £426,927. In sugar and molasses, therefore, though there was a decrease in quantity the value increased £1,397,564. The United Kingdom took 15,925 tons of sugar, and 412 puncheons of molasses—Canada 7,081 tons of sugar, and 12,361 puncheons of molasses—and Newfoundland and the United States together 5,345 tons of sugar, and 7,384 puncheons of molasses.

PACKING FOR EXPORT TO BRAZIL

Trade Commissioner E. L. McColl

Rio de Janeiro, June 30, 1921.—Packing merchandise for foreign shipment requires careful study and supervision. If an exporting house does not possess a thoroughly qualified foreign export packer, no goods should be sent abroad unless packed under the personal supervision of the general manager of the company. The value of strict supervision cannot be overestimated as there is so much detail to be followed, while at the same time 90 per cent of the difficulties can be overcome by the exercise of plain common sense.

The description of a recent Canadian shipment will serve as an example of the harm that can be done, not only to the particular shipper but to Canadian trade as a whole, if great care is not exercised. About November, 1920, there arrived from Canada a shipment of biscuits, consigned to an old-established English house, one of perhaps the first three large importers in Brazil. This firm had been in the habit of receiving from reliable English houses and, according to custom, had shipped the goods to their customers in the interior and coast towns without having first examined the contents of the cases. All the biscuits were returned and the reputation of the firm was injured.

The faults to be found in the packing were said to be:—

(1) Cases marked "Assortment D" contained "Assortment E" and vice versa.

(2) Tins labelled ginger snaps contained lemon creams.

(3) Tins were supposed to have the top soldered in such a manner as to allow the lid to be ripped off by putting the finger through a small ring and pulling on it. The soldering in all cases was overdone, so that the tins had to be opened by a screw-driver or can opener.

(4) The tins were not equally filled. Some had 50 per cent of the space filled with excelsior packing. As the biscuits were sold to the Brazilians by the tin and not by weight of the content, the native thought that this extra and irregular packing had the appearance of fraud.

(5) Some of the tins had the name of the contents carefully printed on the label. Others had the name written in ink which had become so dim as to be unreadable.

(6) The labels on the tins, possibly through age, were very dirty and uninviting.

(7) The biscuits were rancid. Many had absorbed a slight acid flavour either from the paper which lined the tins or the metal. This would be due to age and also perhaps to the fact that the merchandise had been subjected to the tropical heat.

Careful supervision would have avoided complaints 1 to 4. A little experimenting with time and temperature and a study of the method of packing adopted by English houses would have avoided much of the harm described in numbers 6 and 7.

The duty on these biscuits amounted to two-thirds the c.i.f. cost. The goods were shipped inland and returned. This also was costly. But the greatest cause for complaint was the injury done to the good name of the importing house. This unfortunate incident has had a direct effect on the sale of other Canadian goods.

DRYING AND PACKING OF FISH

The drying and packing of fish is another question that is worthy of consideration. Fish intended for shipment to a tropical country must be dry. It costs more money to dry fish well than to partially dry it, both on account of the extra labour required and the loss of weight of the moisture removed from the fish. Some firms dry fish well, and consequently importers can absolutely rely on receiving a good consignment. Other houses will take chances because they find that nine shipments go through in good order while only the tenth has to be destroyed. The gain through not properly drying, obtained in the nine cases, will pay for the loss sustained in the tenth. Among importers here this is not considered good business. The good shipments are forgotten, but a bad one remains long in the memory. One importer received some time ago a consignment of fish which came via Halifax. The fish was sent throughout the country to the retail shops. Almost immediately government officials had to seek out these shops to have the fish destroyed.

FOREIGN MARKET DEMANDS A PERFECT ARTICLE

Many exporters evidently do not know that the foreign market, owing to the very keen competition, demands a perfect article, perfectly packed. Canned goods are very expensive, but are demanded by hotels, ships, restaurants and the wealthy class. Only the best is wanted. There is no demand for an inferior product. An exporter in describing packing of green beans said that continental beans were sorted for size, colour and quality. Nothing short of perfection will serve, not only in the packing of canned goods but also in the packing and quality of all products shipped to a foreign market. Foreign competition requires it.

RISKS IN UNLOADING

In packing for foreign shipment, cases should be well made and with the best quality of pine. It must be remembered that even in the capital city of Rio de Janeiro three-fourths of the goods are unloaded into lighters. This means that the packages will be handled again by crane on arrival at the docks, and possibly handled a third and fourth time for reshipment. Packages are unloaded as often by chain as by ropes. Occasionally, when unloading automobiles or heavy machinery, something goes wrong with the cranes and the package may be dropped the last two feet and roll over on to the surplus rope. The machinery is then reversed and the package is rolled back again while the surplus rope is being taken up. An experienced exporter of automobiles while visiting Brazil stated to the writer that it costs from $75 to $100 to crate an automobile, and that in spite of his experience and his endeavour to crate efficiently, cars sometimes arrived in a damaged state.

Small parcels are generally unloaded in nets. When the net reaches the ground heavy packages may drop on light ones and when the net opens the whole lot will roll out on the dock. If cases are not strong they are likely to be broken. The real test comes when the merchandise is piled twenty feet high in the customs warehouse. During an inspection of foreign packing which the writer recently made in the dock warehouse it was found that lower packages were crushing under the immense weight of the goods piled on top.

PILFERAGE

The duty on these biscuits amounted to two-thirds the c.i.f. cost. The goods were is a real menace to shipping in South American ports. Cases containing silks, hosiery or any small high-class articles should have a smooth surface, protected by a covering of burlap or hessian, sewn as tightly as possible in such a way that the case cannot be broken into without unsewing the covering. In order to prevent the covering being

picked and re-sewn it is advisable that the stitching be painted over or dyed with any bright colour. A further safeguard would be to paint the whole with a weak solution of glue or varnish which will shrink the material and cause it to adhere tightly to the case. Naturally this method will not prevent pilferage, but cases tampered with after they have been dealt with in this manner are easily detected and it should give some indication as to where the blame for pilferage lies.

Different kinds of goods should be packed in different packages. For example, an importer received a quantity of pencils and rubbers in the same case. This meant a loss of time to the customs authorities, who fined the consignee an amount equal to 100 per cent of the duty.

BRACING OF PACKAGES

When using pine strips for bracing, packages can sometimes be just as advantageously braced inside as outside, steel strapping, of course, being used at the same time for the outside. The benefit derived from employing this method when possible is in the amount of freight charges saved. When packages weigh less than 56 pounds to the cubic foot, they are rated on their cubic measurement. The extreme outside measurement is taken. A package which measures 20 inches by 20 inches by 20 inches contains 8,000 cubic inches. If this case is bound outside at the corners by inch strips, the size will be 22 inches by 22 inches by 22 inches or 10,646 cubic inches. This is an increase of 2,646 over 8,000 or an increase in the freight charges of practically 33 per cent.

MARKING OF GOODS

When marking goods, the number of the case, the letters showing consignee and the address must be printed plainly and together on one side of the case and not surrounded by a lot of other numbers perhaps designating the contents but very confusing to the man who is gathering one consignment. If the number of the package is on one side and the name of consignee and address on the other, the whole cannot be seen without shifting the package. This makes extra work, as cases will be piled about and on top of one another. Numbers of cases should not have letters preceding them such as A23. Some of these letters are often left off by clerks making out the ship's papers. When the customs authorities are checking over the ship's manifest and find that it does not correspond with the packages they are put to a lot of trouble.

In making out invoices the following facts must be given:—

(1) Gross weight of package.
(2) Gross weight of each inside package.
(3) Net weight of each kind of merchandise.
(4) The merchandise must be correctly described.

If the article is paint in oil it is not sufficient to say paint, as paint in oil has to pay a duty of $100 while enamel paint pays a duty of $500. If only paint is mentioned either the higher duty will be collected or an equivalent fine will be imposed. An importer recently received a shipment of pencils. The invoice only stated pencils. On being inspected some of the pencils were found to be made of celluloid. As there was a higher duty on celluloid, a 100 per cent fine was collected. When making out the consular invoice the exporter should look up the article which he is shipping to Brazil in the Brazilian tariff and insert not only in English but also in Portuguese the name or class under which his product comes. This information may be obtained from the Brazilian Consul.

One of the most important rules to observe when undertaking foreign export is to observe explicitly the instructions with reference to packing sometimes given by the buyer. Matters that may seem trivial to the exporter may be of great importance to the importer.

REGISTRATION OF TRADE MARKS IN BRITISH GUIANA AND THE LEEWARD ISLANDS.

Trade Commissioner E. H. S. Flood

British Guiana.

Barbados, July 15, 1921.—Through the courtesy of the Colonial Secretary of British Guiana I have been furnished with a memorandum from the register setting out all the necessary information concerning the registration of trade marks in that colony, which I give practically in full hereunder:—

There is no registration of merchandise marks apart from trade marks. Application for registration of trade marks should be made in writing to the Registrar of Trade Marks, Law Courts, Georgetown. The application may be sent by registered prepaid letter. The application should be accompanied by three additional representations and also by a statutory declaration.

Declaration is to be made by the applicant in person before a notary public or justice of the peace. The firm may sign by one of its partners in name of the firm, corporation by director, secretary or other prominent officer.

If the application is accepted the applicant will be informed by the registrar, and he should forward advertisement of such application as accepted, to be approved of, and advertised in the official gazette for three months. If there is no opposition, the registrar will register the mark and give the certificate.

Registration will last for fourteen years but may be renewed.

The applicant may be required to give an address for service in British Guiana, and it is strongly recommended that he should appoint in writing an agent to represent him in the colony.

Principal Fees Payable

On application	$1.25
Registration of trade mark (including issue of certificates)	5.00
Registration of a series of marks included in one class:	
For 1st mark	5.00
For every other mark	1.00
Application with a newly-registered mark	.25
Altering address of registered proprietor	1.00
Altering more than one entry of address of registered proprietors:	
For 1st entry	$1.00
For every other entry	.25
For every publication (to include 3 insertions in the Gazette, to include cost of printing	1.50

The Leeward Islands

The registration of trade marks in the Leeward Islands—St. Kitts, Antigua, Dominica and Montserrat—is effected in the registry office, in Antigua.

Any person, whether a British subject or an alien, desiring to register a trade mark should apply to the registrar in Antigua, making a statement containing the name and address of the applicant, a description of the trade mark to be registered, and the class of goods with respect to which he desires the registration.

The statement must be drawn out on foolscap paper of a size 13 by 8 inches, and on the left side thereof, a margin of not less than one inch. A description of the trade mark shall be accompanied by a drawing or other representation in duplicate, not less than three inches square, or by a specimen of the trade mark pasted or otherwise fastened to the paper. As goods are divided into a number of classes, it is recommended that before the final application is drawn up the registrar be com-

municated with, so as to determine the class in which the trade mark is to be registered. The fees charged by the registrar are as follows:—

(1) Fee for application..	£1
(2) Registration of trade mark..	1
Certificate for registration..	1

In the schedule of fees others are entered for certain occasions which need not be included here.

On completion of the application as provided, the registrar will have inserted in the *Leeward Islands Gazette* an advertisement of the application, and shall require the applicant to insert one also in some local newspaper, and for this purpose the applicant may be required to furnish a wood block or electrotype of the trade mark. At the expiration of three months from the date of the first appearance of the advertisement in the Gazette the application is entitled to registration.

Copies of the forms of application for the regulation of trade marks in British Guiana and the Leeward Islands are on file at the Department of Trade and Commerce, Ottawa, and are available for interested Canadian firms on application to the Director, Commercial Intelligence Service. (Quote file number 26618.)

TRADE COMMISSIONER CHISHOLM'S VISIT TO CANADA

Major Chisholm, Canadian Trade Commissioner in Cuba, is in Canada and will be available for consultation any time after the 25th instant. It is proposed that Major Chisholm will make a tour of Ontario, Quebec and the Maritime Provinces before returning to Havana. It is requested that any firms who wish to see him in regard to trade in the West Indies, Central America or the northern part of South America will communicate with this office. It should be stated that Major Chisholm visited Mexico in the autumn of last year, and has just recently completed a tour which embraced Jamaica, Venezuela, Colombia and Panama, and is thoroughly familiar with the commercial conditions in the countries mentioned.

SIAM'S TRADE IN PAPER

Siam's requirements in paper, paper goods, and stationery from foreign countries have remained fairly steady during the past seven years, for which complete customs figures are available, in spite of the conditions occasioned by the World War, writes Vice Consul Carl Hanson from Bangkok. This is due to the fact that there are no paper or pulp mills in the Kingdom, and that the quantity of paper produced by hand is insignificant. In addition the country's progress in education, in general Western culture, and in business methods constantly creates new demands for these products. For customs's convenience the imports of paper goods for the fiscal year 1919-20 are classified under the heads of (1) unprinted paper, the imports of which amounted to 1,318,759 kilos, valued at 978,291 ticals ($361,968); (2) books, music, and other printed matter, 38,933 kilos, valued at 138,057 ticals ($51,081); (3) all other printed matter, 776,315 kilos, valued at 1,202,142 ticals ($444,793); and (4) paper manufacturers, 356,323 kilos, valued at 527,641 ticals ($195,227). Considerable advance has been made in imports of paper into Siam from the United States which may be considered entirely due to the fact that American commercial travellers now visit Siam fairly regularly and endeavour to supply the class of goods that this market requires.

TENDERS INVITED

New Zealand

Auckland, July 9, 1921.—Copies of tender forms and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, N.Z., for the newspaper requirements of New Zealand for the year 1922. The specifications and particulars are on file at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, New Zealand Newspaper Proprietors Association, Inc., Wellington, N.Z., P.O. Box 1066, cable address "Newsprint, Wellington," and reach him by September 28, 1921.

In considering tenders weight will be given to the following:—

Facilities provided for payment.

Through bills of lading to where necessary to avoid transhipment charges.

Provision for regularity of shipments.

Methods of packing (whether wood ends, etc.).

The right to individual newspapers to increase or reduce the total quantity of their order by say, 20 per cent.

Country of manufacture.

Tenders are invited for 5,000 tons of reel news and 350 tons of flat news. The specifications state in detail the names of the firms requiring the paper, also the quantities intended for each port.

SEPARATE TENDERS INVITED.

Tenderers are invited to forward separate tenders for—

(1) 3,000 tons of reel news.

(2) 5,000 tons of reel news.

(3) 350 tons of flat news.

The sizes of reel and flat are stated out in detail.

FUTURE REQUIREMENTS

The total quantity of newsprint required in New Zealand for 1922 is much smaller than usual, owing to heavy stocks now held, and unfulfilled orders. Tenderers interested in the New Zealand trade may anticipate that in future years the minimum quantity required will be over 10,000 tons.

FORM OF CONTRACT.

Included in the specifications is a suggested form of contract submitted by the Newspaper Proprietors Association.

WAR PRECAUTIONS ACT REPEAL ACT OF AUSTRALIA

A cablegram has been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, Australia, advising that the requirements of section 19 of the War Precautions Act Repeal Act, assented to last December, respecting overseas companies or firms, need not be complied with, pending amendments to the law. The section in question provided that information regarding the capital, number of branches, and some other particulars of overseas firms or companies be furnished by their representatives for the information of the Australian Government. Further information regarding this legislation will be given in the *Weekly Bulletin* as soon as advice is received as to the nature of the proposed amendments.

RESTORATION OF CERTAIN IMPORT DUTIES IN MEXICO

A Mexican decree of July 24, 1921, revokes from August 1, 1921, the decree of March 9, 1921, which exempted certain mineral oils, vehicles, chemicals, and explosives from import duty, according to a cablegram from Consul Cornelius Ferris, jr., Mexico City, under date of July 25, 1921, published in the *United States Commerce Reports.* After August 1 the respective duties on these commodities which were formerly in effect will be applied.

IMPROVEMENT IN TRADE AT CONSTANTINOPLE

The Commercial Secretary to the British High Commission at Constantinople reports that there has been a slightly better feeling on the local markets of late, and it appears that the bottom has been reached as regards prices. Small demands have been in evidence and the absolute stagnation which has existed will, it is hoped, now gradually disappear.

GERMAN BANKING IN 1920

An article in the *Die Bank* deals with German banking in 1920, and is quoted in the current issue of the *Economic Review.* The writer begins by saying that the reports of the leading banks for 1920 have not the tone of pessimism which was noticeable in those of the previous year. In fact, although there is anxiety concerning the reparations burden, the boards of directors indulge in hopes. This is only natural since the leading banks are enjoying an era of prosperity unexampled in the history of German banking. On the other hand, it is admitted that in purchasing power the large profits are less than the modest return of former years. Stress is laid on the fact that at least one-third of the money held by the leading banks comes from abroad, and can be withdrawn in a few days. The sudden exit and return of the foreign balances were, until reparation payments began, chiefly responsible for the continuous fluctuations of the German foreign bills market. This fact has a strong influence on the policy of the banks, especially as the home money to a large extent can be withdrawn daily.

RUSSIAN PURCHASES OF AGRICULTURAL MACHINERY FROM SWEDEN

The Swedish newspaper "Goetborgsposten," learns that the Russian Commercial Delegation at Stockholm has placed a number of orders with various Swedish industrial firms especially for all kinds of agricultural machines and implements. The cargo amounts to 3,000 or 4,000 tons, and has now been delivered at Gothenburg, whence it will be shipped to Russia.

SPECIAL REFRIGERATOR SAILINGS OF THE DONALDSON LINE

The Donaldson Line announces special refrigerator sailings from Montreal to Liverpool by the following steamers: *Cordillera,* about August 10; and *Corinaldo,* about September 3. These steamers have eighteen separate compartments, carrying frozen meats; chilled beef; butter; frozen fish; boxed meats; bacon; eggs; apples; pears; fruit.

CHILEAN SHOE INDUSTRY

John F. Martin, chargé d'affaires ad interim, reports from Santiago that according to statements issued in the local press the production of shoes in Chile has decreased by 30 per cent in the last six months. In 1912 there were some 14 shoe factories in the Republic, while at present there are about 90. These 90 factories have a normal production of about 15,000 pairs of shoes daily, or 4,500,000 pairs a year. The price of shoes has declined about 20 per cent since the first of this year, but due to an increase in wages of about 40 per cent in nine months the tendency of prices is again upward.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

Foodstuffs

3362. **Apples.**—A London firm ask for quotations on 15,000 boxes of Wealthies and 15,000 boxes of Jonathans.

3363. **Canned lobsters.**—A London firm who can dispose of several thousand cases of canned lobster annually are desirous of securing the representation of a first-class Canadian packer.

3364. **Potatoes.**—A large British commission house in Havana wish to get in touch with a Canadian exporter of potatoes. This firm is prepared to act either as consignees or on a commission basis.

3365. **Flour.**—A commission agent in Trinidad, with good references and doing business to some extent in the provision line, is desirous of obtaining a Canadian flour connection and also cereals.

3366. **Pork stuffs.**—A commission agent in Port of Spain, Trinidad, in good standing, wishes to obtain a Canadian packing house for pork stuffs.

Miscellaneous Products

3367. **Crucibles.**—A Liverpool firm ask for quotations on 80-pound, 100-pound, 200-pound, and 400-pound crucibles.

3368. **White lead and red lead.**—A Glasgow firm are very anxious to obtain from Canada from 5- to 10-ton lots of white lead and also red lead.

3369. **Fancy goods.**—A crochet manufacturer in India, exporting doilies, collars, yokes, centres, bags, bonnets, tea cosies, pin-cushions, lace, etc., desires to get in touch with Canadian firms importing these goods.

3370. **Musical instruments.**—A Canadian establishing in Bermuda is anxious to get in touch with Canadian musical instrument and specialty firms desirous of expanding their trade with that island.

3371. **Marine hardware.**—An old-established firm of shipbuilders and marine engineers in Barbados desire to be put in touch with a Canadian firm supplying general marine hardware.

3372. **Platinum.**—One of the most experienced and well-established British concerns in Kobe is in the market for platinum, and desire to be put in touch with any firms or parties who would be able to supply this article in monthly quantities.

3373. **Representation, Colombia and Venezuela.**—Manufacturers' agent (Canadian), resident in these countries, and having good connections in all the principal centres, now in Canada till the fall, wishes to get in touch with firms desiring to establish trade relations in his territories.

3374. **Magnesite.**—Japanese firm has inquired for particulars regarding Canadian magnesite; wishes to obtain samples and prices c.i.f. Yokohama. If the Canadian product is better quality than Japanese there are good business possibilities.

3375. **Sundry products.**—Panama office of a large international trading company wishes to get in touch with Canadian exporters of the following goods: beers, flour, automobile tires, chocolates, candies, and cement. They also wish to obtain representation of Canadian steamship companies.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To LIVERPOOL.—*Metagama,* Canadian Pacific Ocean Services, Ltd., about August 17; *Victorian,* Canadian Pacific Ocean Services, Ltd., about August 19; *Bilbster,* Canada Steamship Lines, about August 25; *Melita,* Canadian Pacific Ocean Services, Ltd., August 26; *Canada,* White Star-Dominion Line, about August 27; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., about August 27; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 2; *Caledonian,* White Star-Dominion Line, about September 3; *Megantic,* White Star-Dominion Line, about September 10; *Canadian Ranger,* Canadian Government Merchant Marine, Ltd., about September 10.

To LONDON.—*Tarantia,* Anchor-Donaldson Line, about August 19; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., about August 19; *Vindelia,* Anchor-Donaldson Line, about August 26; *Hoerda,* Canada Steamship Lines, about August 26; *Canadian Trapper,* Canadian Government Merchant Marine, Ltd., about August 27; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about August 31; *Tamaqua,* Furness Line, about September 1; *Canadian Rancher,* Canadian Government Merchant Marine, Ltd., about September 10.

To GLASGOW.—*Gracia,* Anchor-Donaldson Line, about August 20; *Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., about August 23; *Saturnia,* Anchor-Donaldson Line, about August 27; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about August 30; *Canadian Navigator,* Canadian Government Merchant Marine, Ltd., about September 2; *Cassandra,* Anchor-Donaldson Line, about September 10; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about September 10; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about September 16.

To HULL.—*Comino,* Furness Line, about August 18.

To NEWCASTLE-ON-TYNE.—*Cairnmona,* Thomson Line, about August 20; *Cairndhu,* Thomson Line, about August 27.

To AVONMOUTH DOCK.—*Orthia,* Anchor-Donaldson Line, about August 16; *Welshman,* Dominion Line, about August 20; *Concordia,* Anchor-Donaldson Line, about September 1; *Bothwell,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3.

To MANCHESTER.—*Manchester Merchant,* Furness, Withy & Co., Ltd., about August 20; *Manchester Division,* Furness, Withy & Co., Ltd., about August 27; *Manchester Port,* Manchester Line, about September 3; *Manchester Brigade,* Manchester Line, about September 10; *Manchester Corporation,* Manchester Line, about September 17.

To BELFAST.—*Harmonides,* Head Line, about August 25; *Fanad Head,* Head Line, about August 26.

To DUBLIN.—*Harmonides,* Head Line, about August 25; *Dunaff Head,* Head Line, about September 3.

To SOUTHAMPTON.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27; *Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To CARDIFF AND SWANSEA.—*Canadian Squatter,* Canadian Government Merchant Marine, Ltd., about September 2.

To CORK.—*Dunaff Head,* Head Line, about September 3.

To LEITH.—*Cairnmona,* Thomson Line, about August 20; *Cairndhu,* Thomson Line, about August 27; *Cairngowan,* Thomson Line, about September 3.

To LONDONDERRY.—*Fanad Head,* Head Line, about August 26.

To ROTTERDAM.—*Merry Mount,* Rogers & Webb Line, about August 16; *Denel,* Rogers & Webb Line, about August 18; *Lord Antrim,* Head Line, about August 26; *Mercy Victory,* Rogers & Webb Line, about September 1.

To Havre.—*Hoerda,* Canada Steamship Lines, about August 26.

To Hamburg.—*Merry Mount,* Rogers & Webb Line, about August 16; *Lord Antrim,* Head Line, about August 25; *Mercy Victory,* Rogers & Webb Line, about September 1.

To Antwerp.—*Denel,* Rogers & Webb Line, about August 18; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27; *Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To Danzig-Libau.—*Poland,* Canada Line, about August 10.

To Naples and Genoa.—*Caserta,* Navigazione Generale Italiana, about August 24.

To Naples-Trieste.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about September 14.

To Norwegian Ports.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 7.

To South Africa.—*New Georgia,* Elder-Dempster & Co., about August 30.

To Australian and New Zealand Ports.—*Otarama,* New Zealand Shipping Co., Ltd., about August 20; *Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about August 23.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Haliartus,* Houston Line, about August 20; *Canadian Seigneur,* Canadian Government Merchant Marine, Ltd., about August 20.

To St. John's (Nfld.).—*Manoa,* Canada Steamship Lines, about August 19; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about August 19 and September 9.

To India and Far Eastern Ports.—A steamer, Canadian Government Merchant Marine, about August 31; *Hyanthes,* Houston Line, about September 25.

To Barbados, Trinidad, and Demerara.—*Canadian Carrier,* Canadian Government Merchant Marine, Ltd., about August 24; *Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about September 7.

To Nassau, Kingston and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., about August 16; *Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about September 6.

To Havana.—*Canadian Sealer,* Canadian Government Merchant Marine, Ltd., about August 27.

From Quebec

To Liverpool.—*Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about August 20; *Canada,* White Star-Dominion Line, about August 27; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about September 10; *Megantic,* White Star-Dominion Line, about September 10.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about August 24 and September 7.

To Bermuda, British West Indies, and Demerara.—*Caraquet,* Royal Mail Steam Packet Company, about August 19; *Chaudiere,* Royal Mail Steam Packet Company, about September 2; *Chaleur,* Royal Mail Steam Packet Company, about September 16.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black Line, about August 23, and also about September 20.

To Liverpool.—A steamer, Furness, Withy & Co., Ltd., about August 26.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* August 24 and September 7.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., August 24 and September 14.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, about September 10.

To New Zealand and Australia.—*Waihemo,* Canadian-Australasian Line, about August 23; *Canadian Scottish,* Canadian Government Merchant Marine, Ltd., about August 30; *Waiotapu,* Canadian-Australasian Line, about September 20.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, about September 24.

To Kobe, Karatsu, Shanghai, Hong Kong, Manila and Singapore.—*Grace Dollar,* Robert Dollar Line, about August 31.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about August 18.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about August 18; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., about September 15.

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 2.

To Kobe and Shanghai.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about September 5.

To India.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about August 30.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line about August 19.

POLISH EXPORT EMBARGOES AND INCREASED TARIFF

Regulations issued on July 15 prohibit the exportation from Poland of foods, sugar, horses, cattle, fertilizers, coal, ores, and scrap iron. Further, the customs tariff has been greatly increased. This information was contained in a cablegram received by the Bureau of Foreign and Domestic Commerce on July 31 from Trade Commissioner H. B. Smith, at Warsaw, published in the *United States Commerce Reports.*

NEW CUSTOMS TARIFF OF ITALY

The text of the New General Customs Tariff of Italy which came into effect on July 1, 1921, was published as a special supplement to the *Board of Trade Journal* of July 21, 1921, copies of which are on file at the Department of Trade and Commerce, Ottawa. These are available for reference to interested Canadian manufacturers on application to the Director, Commercial Intelligence Service.

RELAXATION OF IMPORT RESTRICTIONS IN NORWAY

The importation of automobiles, cigarettes, cigars, and cheese into Norway is now permitted, the prohibition against their import having been removed from July 30, 1921, according to a cablegram from Consul General Alban G. Snyder, Christiania, dated August 1, and published in the *United States Commerce Reports.* The above prohibition has been in effect since the latter part of 1920.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, August 22, 1921** **No. 916**

"WEST AFRICA AND ITS OPPORTUNITIES FOR CANADIAN TRADE"

A report on the above subject by Mr. W. J. Egan, Canadian Trade Commissioner, is in the hands of the printers and will shortly be published. In the early part of the year, Mr. Egan completed an investigation into Canadian trade opportunities in West Africa which was undertaken at the instance of the Department of Trade and Commerce. In addition to the British Colonies in that region (Nigeria, the Gold Coast, Sierra Leone, and Gambia), the prospects for trade in the French Colonies (Senegal, the Upper Senegal-Niger Colony, French Guinea, the Ivory Coast and Dahomey) were also surveyed. Among the subjects handled by Mr. Egan are: Population and Area of the Colonies, Currency and Banking, Methods of Purchase, Railways and their Requirements, and—most important of all—Import Requirements. In regard to the last, it should be stated that Mr. Egan in his report has, to use his own words, confined his attention to those "lines which it is believed Canada can undoubtedly supply, or in which, with a little effort, there is at least a fighting chance of the exporters of the Dominion securing a share of the trade."

The report, which will not be available in any other form than in the pamphlet now in the press, will be sent post free to Canadian manufacturers and others interested in trade development, and at a charge of 35 cents to addresses outside the Dominion. As the number to be printed will be strictly limited, and copies can only be obtained on special request, readers of the *Weekly Bulletin* who may wish to receive copies are asked to make early application to the Director, Commercial Intelligence Service, Ottawa.

JAMAICA AND THE CANADA-WEST INDIES TRADE AGREEMENT: A CORRECTION

The following brief notice appeared in *Weekly Bulletin* No. 912 (July 25, 1921), page 168: "Major H. A. Chisholm, Canadian Trade Commissioner in Cuba, writes that the Canada-West Indies Trade Agreement went into effect on the 18th of June". A letter which has been received from the Collector-General of Jamaica states that the new law granting preference to Canada has not yet been passed by the Legislature of Jamaica, and shows that Major Chisholm must have been under a misapprehension. It may be added, however, that Jamaica ratified the trade agreement several months ago, but the new preferential duties will not be operative till legislation is enacted putting them into effect.

POSTPONEMENT OF THE BRAZILIAN CENTENNIAL EXPOSITION

With reference to the Centenary of the Independence of Brazil, which, as announced in *Weekly Bulletin* No. 903, was to be celebrated in September, 1922, by an International Exposition, the Financial Committee of the Chamber of Deputies has, according to a communication from Mr. E. L. McColl, Canadian Government Trade Commissioner at Rio de Janeiro, dated July 27, 1921, reported in favour of its postponement. The International Historical Congress of America, which, it was arranged, should be held concurrently with the Centennial Exposition, will also be postponed.

SAFEGUARDING OF INDUSTRIES BILL PASSES BRITISH HOUSE OF COMMONS

A cablegram was received on August 13 from Mr. Harrison Watson, Canadian Trade Commissioner, London, to the effect that the Safeguarding of Industries Bill had passed the House of Commons with a few modifications which are chiefly administrative. According to a copy of the Safeguarding of Industries Bill as it stood before the final amendments referred to, the new measure under part one, provides for an ad valorem duty of 33⅓ per cent on a certain list of goods, with a view to the safeguarding of "key industries." Goods which are the product or manufacture of any part of the British Empire are exempt from this new duty. In view of this new preference goods chargeable with duty under the Safeguarding of Industries Bill are herewith quoted in full from an early copy of the Bill:—

(*a*) Optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments.

(*b*) Beakers, flasks, burettes, measuring cylinders, thermometers, tubing, and other scientific glassware and lamp-blown ware, evaporating dishes, crucibles, combustion boats, and other laboratory porcelain.

(*c*) Galvanometers, pyrometers, electroscopes, barometers, analytical and other precision balances, and other scientific instruments, gauges and measuring instruments of precision of the types used in engineering machine shops and viewing rooms, whether for use in such shops or rooms or not.

(*d*) Wireless valves and similar rectifiers, and vacuum tubes.

(*e*) Ignition magnetos and permanent magnets.

(*f*) Arc lamp carbons.

(*g*) Hosiery latch needles.

(*h*) Metallic tungsten, ferro-tungsten and manufactured products of metallic tungsten and compounds (not including ores or minerals) of thorium, cerium and the other rare earth metals.

(*i*) All synthetic organic chemicals (other than synthetic organic dyestuffs, colours and colouring matters imported for use as such, and organic intermediate products imported for their manufacture), analytical re-agents, all other fine chemicals except sulphate of quinine of vegetable origin and chemicals manufactured by fermentation processes;

Part two of the bill aims at the prevention of dumping under two headings: (*a*) selling in the United Kingdom at prices below the cost of production; (*b*) selling in the United Kingdom at prices which, by reason of depreciation in currency in relation to sterling, goods are manufactured in a country, not being a country within His Majesty's Dominions, below prices at which similar goods can be profitably manufactured in the United Kingdom. Articles of food and drink are excluded from dumping legislation. The dumping duty, as proposed in the bill, was 33⅓ per cent ad valorem and was not to become operative until an order of the Board of Trade had been made declaring that an article or articles from a certain country had become liable to such dumping duty. One of the conditions set down in the bill for bringing the dumping duty into operation was that by reason of the dumping of goods in the United Kingdom, employment in an industry in the United Kingdom was being or was likely to be seriously affected. It does not appear that there is any preferential treatment for British Dominions with regard to the selling of goods in the United Kingdom below the cost of production.

If the bill as above outlined was altered in any material way before being passed, further announcement regarding it will be made in the *Weekly Bulletin* on receipt of a full report on the measure from the Canadian Trade Commissioner.

THE UNITED STATES EMERGENCY TARIFF ACT IN OPERATION: CANADIAN EXPORTS TO THE UNITED STATES AFFECTED BY ITS PROVISIONS, JULY, 1921, AND COMPARISON WITH JULY, 1920

The United States Emergency Tariff Act was passed by Congress on May 23, signed by the President on May 27, and became effective on May 28. The subjoined table shows, as far as these are given separately in Canadian statistical records: (1) the articles which Canada has been exporting to the United States affected by the Act with the respective rates of duty; and (2) quantities and values of these articles exported in July, 1920, as compared with those in July, 1921—the second full month of the operation of the Emergency Tariff Act.

Tariff Number and Article.	Rate of Duty.	Unit of Quantity.	Exports from Canada to United States. July, 1920. Quantity.	July, 1920. Value.	July, 1921. Quantity.	July, 1921. Value.
				$		$
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete, and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional degree shown by the polariscope, in addition and fractions of a degree in proportion.	Per pound. 1 16/100 cent.........; 4/100 cent..........	Lb.......	21,528,593	4,261,576	....	....
Molasses testing not above 40 degrees...; Molasses testing above 40 degrees and not above 56 degrees.................; Molasses testing above 56 degrees.......	24 per cent *ad val*....; Per gallon. 3½ cents..........; 7 cents..............	Gal.....	44,370	181,557	45,130	780
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together— If unstemmed......................; If stemmed......................	Per pound. $2.35..............; $3.00...............	Lb.......	6,904	10,325	52	24
195 Butter and substitutes therefor.........	6 cents..............	Lb........	1,690,158	892,918	104,310	27,363
196 Cheese and substitutes therefor.........	23 per cent *ad val*....	Lb........	10,577	4,238	3,630	1,346
ex 197 Beans not specially provided for........	Per pound. 2 cents.............	Bush.....	1,348	6,266	....	....
208 Onions..................................	Per bush. of 57 lbs. 40 cents............	....	....	....	....	....
ex 212 Flax seed.............................	Per bush. of 56 lbs. 30 cents............	Bush....	79,504	281,782	132,448	246,933
ex 217 Apples................................	Per bush. 30 cents...........	Brl.......	2	15	3	24
ex 465 Corn or maize.........................	15 cents per bush of 56 lbs............	Bush....	....	....	189	234
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork..............................	2 cents per pound....	Lb........	2,040,300	377,422	966,800	120,258
Meats of all kinds, prepared or preserved, not specially provided for.......	25 per cent *ad val*....	Lb........	371,434	74,094	36,504	10,248
547 Milk, fresh.............................	2 cents per gallon....	Gal.......	284,993	62,065	167,843	34,616
Cream..................................	5 cents per gallon...	Gal.......	221,031	337,049	184,621	271,424
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings..................................	2 cents per pound....	Lb........	2,938,677	438,141	195,936	29,202
ex 581 Potatoes..............................	25 cents per bush. of 60 lbs............	Bush....	21,395	69,235	1,322	436
ex 619 Cattle................................	30 per cent *ad val*....	Head.....	18,321	1,352,097	6,533	163,351
Sheep one year old or over............; Sheep less than one year old............	2 dollars per head...; 1 dollar per head....	Head....	2,542	29,058	5,402	37,120
Cattle and sheep and other stock imported for breeding purposes shall be admitted free of duty....						
ex 644 Wheat.................................	35 cents per bush....	Bush.....	31,213	91,623	283,001	511,160
Wheat flour and semolina..............	20 per cent *ad val*....	Brl.......	29,652	383,176	3,931	26,384
ex 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools— Unwashed.........................; Washed...........................; Scoured............................	15 cents per pound...; 30 cents per pound...; 45 cents per pound...	Lb.......	378,320	157,579	469	294

SOUTH AFRICA'S IMPORTS FOR 1920

I

Trade Commissioner W. J. Egan

Cape Town, June 22, 1921.—The figures of trade in import value to the Union of South Africa and British South Africa, for the year 1920, are so remarkable that, at a first glance, in comparison with any other year since the year 1910, one would suppose that the country was overstocked for some years to come; but actually the total amount of merchandise imported is not more than 10 per cent over the 1919 figures, while the total value has increased by over 100 per cent. There is no question that the country is overstocked with high-priced goods, which with the present limited overseas market, coupled with the extremely low prices obtainable for South African produce, is the cause for the prevailing restriction in placing orders for imports.

When considering South Africa from a prospective market point of view, although the goods in hand are high-priced compared with replacement prices, it must not be forgotten that war conditions of supply were a factor in clearing out at high prices all old stocks which had accumulated up to the end of 1914. There is also no doubt that just as soon as produce exports from South Africa have a prospect of overseas placement at reasonable prices, imports will revive and, judging by past experience in this country, trade goes up to normal in a much quicker way than it drops below.

BRITISH SOUTH AFRICA'S TOTAL IMPORTS

Previous to the war period, the total value of imports was largest in 1913, when it reached a value of $212,824,000. Canada's share of the trade for that year was $4,321,200, being an increase over the previous year of $977,200. In 1913, the United States exported to British South Africa to a value of $18,722,300. During the war period, imports into British South Africa dropped below 1913, until in 1918 the total value increased to $248,850,000. Canada's share in the latter year was $6,551,000, an increase over 1913 of $2,229,800. The United States share for the year 1918 was $34,675,800, an increase over 1913 of $15,953,500.

Up to the period under review the possibilities of supply to British South Africa from the North American Continent only have been given. In reviewing the after-war period, the years 1919 and 1920, the recuperation of other countries will be shown, as an indication of the trend of trade and the competition that must be met by Canadian manufacturers. This can perhaps best be served by submitting a table showing a comparison of the trade of such countries with the Union, in each of the best import years since the year 1910.

BRITISH SOUTH AFRICA'S TOTAL VALUE OF IMPORTS

Country	Year 1913	Year 1919	Year 1920
British South Africa	$212,824,000	$254,436,000	$513,568,000
Canada	4,321,000	10,357,000	18,425,000
United States	18,722,000	56,921,000	84,393,000
United Kingdom	121,471,000	119,397,000	250,450,000
Germany	16,312,000	146,000	4,364,000
Australia	10,895,000	9,308,000	19,290,000
India	6,224,000	13,407,000	13,300,000
Holland	4,163,000	986,000	3,756,000
Sweden	3,877,000	3,341,000	10,275,000
Belgium	3,640,000	105,000	4,098,000
France	2,984,000	1,927,000	6,386,000
Norway	1,816,000	1,368,000	2,827,000
Japan	Under 1 million	8,813,000	7,029,000
Belgian Congo	....	5,476,000	4,375,000
Brazil	....	3,096,000	5,354,000
S.W. Africa Protectorate	....	2,182,000	2,091,000
Dutch East India Islands	....	2,486,000	3,228,000
Switzerland	....	1,621,000	4,882,000
Italy	....	1,601,000	1,877,000
Ceylon	....	1,259,000	1,639,000
Portuguese East Africa	....	1,009,000	2,008,000
Argentine Republic	....	785,000	7,867,000
China	....	362,000	1,315,000

The review in detail which is submitted later in this report will give data as to the competition of any of the above countries on any given article in which Canadian manufacturers are interested. Before proceeding with the same, an analysis of German trade since the Armistice will be given, and some facts in connection with Australia, India, Japan, and other countries exporting to South Africa.

IMPORTS FROM GERMANY

The first country under review in this section is Germany, regarding which an endeavour is made to note on what articles this country has made its immediate after-war efforts for export to South Africa.

The imports from Germany last year which were greater in value than 1913, are aluminumware; metal bedsteads; cutlery; mechanics' tools; ploughs, harrows and parts; pianos; instruments, musical—not pianos or organs; felt; medicinal preparations; furs; music, printed; dyes; bags—jute and cotton.

Enamelware imports were to a value of $244,000, which is within $6,000 of the import value in 1913. Other imports which approach the 1913 totals in value are—glass bottles and jars (empty); glassware; stationery; trunks and suit cases; cement, building; perfumes; mathematical and scientific instruments; other instruments including optical, surgical and dental appliances; tents and tarpaulins; toys; fancy goods; jewellery; silver plate and plated ware; clocks; earthenware (not sanitary); wire netting; fencing wire; perambulators; water paints; blacking and polishes.

Lines in which Germany has again secured a good footing are—bolts, nuts and rivets; lamps and lampware; nails and screws; shovels; tinware; sewing machines; stoves; hardware, n.o.d.; dairy utensils; agricultural implements; cranes; oil engines; manufacturing machinery; mining machinery; printing and bookbinding machinery; pumps; sawing machinery and other machinery; electric fittings and posts; manufactured brass goods; bicycles; motor cars, power lorries and parts; brushware; basketware; printing paper; wrapping paper; cardboard boxes; wallpaper, printers' and bookbinders' material, printers' ink; other ink; furniture; phonographs; organs and harmoniums; cyanide of sodium; potash; glycerine; disinfectants; apothecaryware and medicinal preparations; drugs; surgical and dental appliances; photographic appliances; confectionery; leather manufactured, not boots and shoes; saddlers' and shoemakers' material; cotton goods, all kinds; wool blankets and rugs and piece-goods; clothing, ready-made; gloves and mittens (not leather); haberdashery and millinery; cartridges; guns (one barrel); tobacconists' pipes and wares; chinaware; and seeds.

There are a few lines which show endeavour in small parcels either on consignment or samples. These are: baling wire; hose and picks (native); agricultural machinery; iron and steel bars and rods; hoop iron; belting and bands (not leather); electrical machinery; motor bicycles; paints; oilman's stores; typewriters; toilet soap; boots and shoes (children's and men's); silk goods (piece and hosiery); wool shawls; wool underclothing; woollen manufactures, n.o.d.; hats (not straw); caps.

Articles of import from Germany on which she has made no headway in the past two years are as follows: Pipe and piping, wrought; steel plate rolled; galvanized sheets corrugated; engine packing; electrical cable and wire; railway material; zinc unmanufactured; starch; window glass; asbestos manufactures; tar; calcium carbide; milk condensed; tinned vegetables; slippers; leather in the piece; hose conveying; and dip for sheep and cattle.

The above several groups cover the whole of Germany's prewar exports to South Africa.

IMPORTS FROM AUSTRALIA

A better appreciation of Australia's total export endeavours to South Africa can be made by grouping her exports showing how wide the range has grown in the past few years. The bulk of the increased exports from Australia to South Africa in 1920 is on animals (living); flour; oatmeal; biscuits; wheat; malt; condensed milk;

cheese; margarine; drippings and fats, lards; leather and boots and shoes, including children's, women's and men's; slippers; leather manufactures; twine, cordage and ropes; and Jarrah sleepers.

On most of the following articles Australia shipped for the first time in recent years, and on all of them the values of export increased during 1920: Ploughs, harrows, windmills, iron and steel, pig and ingot, machinery manufactures, machinery (mining), wool presses, belting and bands (leather), lead pipes and piping, lead pig and sheet, zinc maufactured (big drop in 1920), cart and carriage parts, blacking and boot polish, oilman's stores, glass bottles and jars, oak, wood, n.o.d., cardboard boxes, leather bags and trunks, tar, glycerine, arsenate of soda, medicinal preparations, toilet soap, vermicelli and macaroni, beans and peas, chocolate and coffee, milk, confectionery, jelly and custard powders, fruit (dried), dripping and fats, lard, bacon and hams, sauces, saddlery and harness, jute bags, sporting goods, fodder and forage.

IMPORTS FROM INDIA

India's range of exports to South Africa has increased considerably in the past few years. The articles on which she has increased her volume of trade are: brass manufactures, paints, binder twine, seaming twine, coir fibre, caustic soda, dyes, drugs and chemicals, perfumery, confectionery requisites, fruit (dried), sauces, leather in the piece, cotton piece goods, cotton blankets and rugs, cotton hosiery (underclothing), cotton goods, n.o.d., jute bags, silk piece goods, clothing, sporting goods, fancy goods, watches.

IMPORTS FROM JAPAN

Of all the countries doing less than a million dollars trade with South Africa in the year 1913, Japan made the best progress, but after the year 1918, when her exports reached a total value of $13,002,000, her trade dropped in one year (1919) by about $5,000,000. Last year there was a further drop of almost $2,000,000. There are many signs that Japan's trade will go lower, but she will, of course, hold her silk and fancy goods trade, and has prospects of continuing a good trade in glassware, glass bottles, chinaware, cotton hosiery, cotton piece goods, silk hosiery, suit cases and some earthenware.

In the following articles of export, Japan secured in 1920 a fair trade in many lines, and a big trade in some of them: Axles, brushes, cutlery, enamelware, wire rope, electric fittings and post, brass manufactures, copper plate and sheet, basketware, oak, pine, lumber and timber (not manufactured), matches, stationery, furniture, trunks, leather trunks, caustic soda, apothecaryware, drugs and chemicals, perfumery, mathematical and scientific instruments, other instruments (including optical), surgical and dental appliances, surgical and dental instruments, confectionery requisites, boots and shoes (men's leather manufactures, n.o.d., rubber manufactures, n.o.d., cotton blankets and rugs, wool blankets and rugs, clothing, furs, curtains and cushion covers, gloves and mittens (not leather), haberdashery and millinery, hats (except straw), hats (straw), umbrellas, sporting goods, toys, jewellery, silver platedware, watches, tobacconists' wares.

IMPORTS FROM SWITZERLAND

Switzerland is another country making a big advance in trade with South Africa, not only in the lines which she exported prewar, but on many new articles on which she increased her trade last year. The principal exports are: Mechanics' tools, machinery (corn and flour milling), pumps, electric fittings and posts, phonographs, medicinal preparations, drugs and chemicals, other instruments (including optical), confectionery, boots and shoes (children's), boots and shoes (women's), leather manufactures (n.o.d.), cotton piece goods, cotton hosiery (underclothing), cotton goods (n.o.d.), silk piece goods, silk hosiery, clothing, haberdashery and millinery, jewellery, watches, dip (for sheep).

IMPORTS FROM ITALY

While exports from Italy to South Africa have not been remarkable for their total value since 1913, they have actually more than doubled; few new lines are in evidence. The principal exports are: Electric fittings and posts, glycerine, dyes, drugs and chemicals, cotton blankets and rugs, silk piece goods, curtains and cushion covers, gloves and mittens (leather), haberdashery and millinery, hats (straw), hats (felt), tobacconists' pipes.

IMPORTS FROM OTHER COUNTRIES

The wonderful increase of Argentine's trade is on wheat, bought under exceptional circumstances early last year. Other lines coming from this country, and in which there are prospects for a continuance of trade, are: Flour, dripping and fats, lard, preserved meats, dyes, horse hair and some lines of boots and shoes.

The largest trade of the Netherlands Dutch East Indies is on oils, oil products and turpentine.

China has made good on such lines as furniture, brass manufactures, flour and wheat, sauces and horse hair, and of course in a special way on silk piece goods.

The principal imports from Southwest Africa Protectorate are animals (living), salted meat, and butter.

The increase in exports from other countries are on lines in which they have been exporting for years, and in so far as they may have any value in information on Canada's possibilities of exports, will all be found in their respective groups.

[The second section of this report, which will be published in the next number of the *Weekly Bulletin,* will deal with Canadian imports, and with lines of foodstuffs.]

NOTES ON JAMAICA'S IMPORT TRADE

Trade Commissioner H. A. Chisholm

I

Canadian Trade Decreasing

Canadian trade with Jamaica is far from satisfactory. Not only has the percentage of Canadian goods entering Jamaica in 1920 decreased as compared with 1919, but also as compared with 1913. While English and American trade was going forward, Canadian trade has been at best stationary. The values of the imports into Jamaica for the last two years are as follows:—

	1919	1920
From United Kingdom	£1,012,576	£ 3,063,986
" Canada	530,108	896,916
" United States	3,365,274	6,040,607
Total from all countries	£5,085,615	£10,313,282

The total value of imports in 1920 is more than double that of 1919, and the most interesting feature of these figures is the imposing increase in the value of imports from the United Kingdom. The following are the percentages of the total import trade of the island enjoyed by its three leading customers for the years mentioned:—

	1913	1917	1919	1920
United Kingdom	38.35	18.92	19.91	29.70
Canada	8.76	6.77	10.42	8.70
United States	46.76	70.64	66.17	58.60

These figures show that Canada's trade with Jamaica requires all the assistance a preferential tariff can afford it. The recent publicity attending the Canada-West Indian conferences has reacted favourably on this trade, and it is probable that in 1921 Canadian export trade with this populous island will register a noteworthy advance. Under new and favourable conditions, Canada will have an opportunity of at least trebling her importance in the Jamaican market. Canadian business men must get right after this trade. They will have to fight for it, because American competition is very keen, but conditions will now favour the Canadian side, if all Canadian business men but adopt sound and honest export methods with their Jamaican customers.

Overcoming Conditions Hampering Canadian Trade

The writer's investigations have shown that certain conditions have hampered the advance of Canadian trade with Jamaica. The nature of these conditions, the extent to which they are now being removed, and constructive suggestions are treated in the following paragraphs.

Steamship communication.—Probably no single physical condition has assisted American trade more than the regularity and frequency of the services maintained by the United Fruit Company between Jamaica and New York and New Orleans. During recent years, when prices were subject to such violent fluctuations, Jamaican merchants bought where they could get rapid delivery. They preferred, for example, to buy flour in New Orleans rather than in Canada, because they knew that in two or three weeks after the placing of the order, the shipment would be delivered on the Kingston docks. Meanwhile, Canada's direct communication was limited to a monthly service between Halifax and Jamaica, good in itself but woefully inadequate. The situation was improved to some extent in 1919, when a service was established by the Canadian Government Merchant Marine. Shipping conditions were such, however, that regular sailings could not be maintained, and many merchants who depended on this routing for their Canadian goods went back to American markets for their purchases. During recent months, the Canadian Government Merchant Marine steamship service has become regularized, and the Canadian exporter is now able to depend on a three-weekly service from Montreal to Kingston via Canadian Government Merchant Marine, and the monthly service maintained by Pickford & Black from Halifax to Kingston and the more important outports of the island. A Kingston shipping man told the writer that seldom in his twenty-five years' experience has he found cargo better and more intelligently handled than by the Canadian Government Merchant Marine—at point of shipment, in the holds, and in unloading. If Canadian exporters would handle their shipments as intelligently as the Canadian Government Merchant Marine handle their cargoes for Jamaica, one would hear fewer complaints about unbusinesslike methods on the part of Canadian exporters. Notwithstanding the many criticisms levelled at Canada's newest shipping ventures, Canadians may well be proud of the accomplishments of her merchant marine. More refrigerator space must be provided, however, before Canada can exploit to the full her trade possibilities in the tropics.

(2) *Canadian Export Prices.*—Many Canadian products which should have a steady market in Jamaica have been unable to get a footing because the exporter has been unwilling to cut his profits in order to introduce his goods. Until he has thoroughly tested out his market, the average exporter must expect smaller profits on his export trade than on his domestic business. The Canadian firms who realize this have built up an export trade which provides a constant outlet for surplus production. The writer knows that several Canadian manufacturers attempting export trade in Jamaica have included in the production costs of articles for export such overhead expenses as domestic advertising and traveller's upkeep, while not a single

cent had been appropriated for advertising or travelling in Jamaica. To arrive at reasonable export prices, the manufacturer should open a separate cost accounting department for his export trade, and should include no overhead that does not apply directly to the cost of marketing his goods in his foreign markets. Even then he must be prepared to shave down, if necessary, to prices which will barely cover manufacturing costs. On the other hand, he must not go lower than is necessary to successfully meet existing competition or he may ruin his market for himself. There are individual Canadian companies manufacturing such lines as rubber goods, sheet metal products, brushes, etc., who are competing successfully in West Indian markets with Europe and the United States, while on the other hand, there are Canadian flour millers, fish canners, lumber dealers, etc., whose prices cannot compete with those quoted by American firms shipping Canadian produce.

When the Canada-West Indies Trade Agreement is passed by the Legislature of Jamaica and goes into effect, the Dominion should be able to supply Jamaica with nearly everything Jamaica now buys from the United States. The West Indies Agreement provides for the entry of Canadian goods at a reduction of 25 per cent off the general rate, which at present is 16⅔ per cent ad valorem on lines not subject to specific duties. That is, Canadian goods will get a net advantage of over 4 per cent on the declared value, as compared with American. With the discount on Canadian currency at 12 per cent, a Canadian firm could therefore quote a price of $116 for a Jamaican customer and undersell an American quoting $100. C.I.F. Kingston quotations should be made, either in Canadian funds or in pounds sterling. The Jamaican merchant does not like to receive Canadian quotations in American currency, while the Canadian banks in Kingston can give him daily Canadian exchange rates.

(3) *Shipping Documents and Drafts.*—Invoices carrying certificates of origin, bills of lading, and sight drafts should arrive at Jamaica with the goods—if possible, on the same vessel. This arrangement gives the consignee a minimum of trouble and expense, and he prefers to deal with people who are ready to take a few pains in order to accommodate him. Invoices and bills of lading, if they cannot be despatched with the goods, should be mailed so as to arrive before the actual shipment, but the importer should not receive a sight draft before he gets his shipping documents or his goods. Many Canadian firms have done this very thing which American firms are very careful to avoid. Normally, however, the Jamaican importer gets a 30 to 90 days' sight draft, documents to be delivered on acceptance of draft. As far as terms of payment are concerned, there is no reason why an importer in Jamaica should not get exactly the same treatment from a Canadian manufacturer in Toronto, for example, that a customer in Calgary would receive. All the banking business is done by branches of Canadian banks who know the business firms of the island just as thoroughly as the Canadian branches know their respective communities. If a Canadian exporter has doubts about giving 30 to 90 days to any particular firm, he need only consult any one of the Canadian banks in Kingston, who are all only too glad to assist Canadian trade in every possible way.

(4) *Contracts and Deliveries.*—Most of the criticisms heard on the lips of Jamaican importers were occasioned by the failure of certain firms to live up to their contracts, including such misdemeanours as the shipping of goods inferior in quality to those specified, the cancellation of contracts when prices were ascending, and the delivery of the same goods to other importers in Jamaica at higher prices, and actual short weight. Contracts must be lived up to whether it pays the shipper or whether it does not. Sharp business practices are fatal in export trade, where customers can so easily buy in other markets. A very favourable impression was created recently in Kingston by the way in which a Hamilton, Ont., machinery manufacturer made a very difficult and urgent two months' delivery in six weeks, although it might have

been cheaper in dollars and cents to have taken three months. Good service of this kind will go far to building up a good reputation in Jamaica for Canadian business methods. If contracted delivery becomes physically impossible, the shipper should write courteous and friendly letters to his customer explaining the circumstances and stating the date upon which delivery will finally be made.

(5) *Packing and Crating.*—The customs duties of Jamaica are ad valorem or specific on the net weight or volume, and not including the crating or wrapping. Therefore, if there is any doubt about the strength of crating, it should be too heavy rather than too light. When goods are of such a nature as to admit of pilferage, they should be packed so as to prevent it. Where stout wooden crating is not admissible, strong chicken wire renders pilferage much more difficult. The important thing to find out is exactly how the customer wants his goods packed, and to follow his instructions to the letter. The writer is constantly being shown shipments whose markings do not correspond with those on the invoice. Every case must be marked and numbered and these markings faithfully reproduced on the invoice, which must of course show the net weight and nature of the contents of each package. It is very annoying to have to open up for customs officials every single package in a shipment, and count, weigh, and appraise the contents.

(6) *Publicity and Advertising.*—As illustrating what other countries are doing in this direction, the Government of the United States supports some seven vice-consuls and a consul-general in Jamaica, whose first interest is the extension of American trade in the island, and tiny Latin-American republics have their own consuls in Kingston. More co-operation and intercourse is required between Jamaica and Canada. Now that good passenger accommodation at moderate rates is available on the vessels of the Canadian Government Merchant Marine calling at Kingston, many wealthy Jamaicans would undoubtedly spend the summer in Canada if the summer charms of the North were pictorially brought to their attention. Jamaica proposes the spending of several thousand dollars in Canada this coming winter in advertising the attractions of the island as a winter resort. It is to be hoped that more Canadian business men will take their winter jaunts to West Indian islands like Jamaica, where cheaper and better holidays may be enjoyed than at resorts which are more in favour.

Jamaicans are very susceptible to advertising, especially when it takes the form of house-to-house distributions of samples and the exhibition of bright, attractive showcards in store windows. It is a particular characteristic of Jamaicans that they like to feel that they are getting something for nothing, and they are more favourably disposed toward a firm which gives them something for nothing. Anything new in package form should therefore be introduced by a wholesale distribution of liberal-sized samples with reading matter, either from a store or from house to house. For other lines, the best and cheapest form of advertising is by means of brightly coloured, eye-arresting placards in the windows of every store in the island selling the advertised article.

(7) *Selling Methods.*—It is the writer's conviction that the best method a Canadian firm can adopt of selling goods in Jamaica is to send a travelling representative to the island to sell direct to the importers. The writer would not advise this method of selling to countries like Colombia or Uruguay, where distances are great, travelling expensive, customs and language new and strange to the average Canadian. Canada now has an immediate opportunity of dominating Jamaica commercially, to the mutual advantage of both communities, and the average Jamaican would like to see Canada take the place the United States now holds in the trade of the island. American goods are sold in Jamaica by American salesmen carrying samples in the time-honoured fashion, and where the volume of trade warrants it, branch offices and warehouses are opened in Kingston. Whether the Canadian salesman or execu-

tive represents a single manufacturer or a group of firms, he is the best man to introduce Canadian goods in Jamaica, provided he is a broad-minded, capable representative. He may then decide whether it is sound policy to appoint sales agents in Kingston or to sell direct from Canada to importing houses, and his principals must conform to his decisions and carry out to the letter his recommendations. There are several capable manufacturers' and exporters' agents in Kingston who are only too keen to push Canadian lines.

VENEZUELA AS A MARKET FOR CANADIAN PRODUCTS

Trade Commissioner H. A. Chisholm

III

Notes on Imports

Agricultural Implements and Tools.—Modern agricultural methods have developed considerably in recent years in Venezuela. Agricultural associations have been formed, and exhibitions of livestock and produce have been organized by the Federal Department of Agriculture. The President of Venezuela is himself the greatest farmer in the country, and owns several hundred thousand head of cattle. Venezuela is more advanced in her agricultural methods than is the neighbouring republic of Colombia, and employs modern agricultural machinery to a much greater extent. Farming as distinct from ranching is confined to the northern coastal districts which are rather mountainous. The best farming land is situated in the valleys and is usually irrigated. Smaller proprietors farm patches of land on the hillsides. While coffee, cocoa and cattle are the leading agricultural products, the following crops are also grown successfully—sugar cane, corn, cotton, fruits and vegetables of all kinds, tobacco and rice.

The demand for machinery is limited for the most part to such articles as ploughs, harrows, cultivators, shellers and grinders. Corn is the only cereal crop grown to any great extent. Wheat, barley, and rye are not successfully grown in Venezuela, and consequently there is no demand for harvesting machinery. Mules and oxen still supply the motive power for agricultural implements. An American tractor was recently tried out around Caracas and several were sold to farmers. The writer was informed by dealers, however, that this tractor has broken down everywhere it was used in Venezuela on irrigated lands. It is claimed that this tractor was too light and that the workmanship was poor. Venezuelan farmers are, consequently, not looking at tractors now, it is said. They are beginning to realize, however, that there are other makes of tractors which may prove satisfactory for their purposes and they will buy if some one comes along with a tractor that can prove its worth. The first manufacturer of a good, small, but powerful tractor who cares to spend money on proving to Venezuelan farmers that his tractor will keep in operation will get all the Venezuelan business and will keep it against all comers.

In 1912, according to Venezuelan statistics, about 50 per cent of the "Agricultural Implements and Accessories" imported, came from the United Kingdom. Recently more of it has been coming from the United States, but the United Kingdom is now getting some of her old trade back.

English agricultural hand tools are preferred to all others in Venezuela. The farmer has used them for many years, and finding them serviceable does not wish to change. Some German tools—sickles, for example—have been getting into the Republic recently on account of the very low price of $1.40 c.i.f. per dozen, at which they were laid down at La Guaira. Their quality is very poor, however, and they break and chip so easily that it does not pay to buy them. If Canadian manufacturers of agricultural hand tools can turn out heavy durable tools, like English

hoes, forks and rakes, and sell them at lower prices to Venezuelan dealers than the English can, they will in time get a good share of this business. There is said to be some market in Venezuela for hand and horse-power stump pullers.

The following notes of specifications of the best selling types of implements in Venezuela are submitted. Illustrations of these are on file, and may be seen on application to the Director, Commercial Intelligence Service, Ottawa.

Hand Ploughs.—In all sizes and models, for all classes of soils. Special types for breaking new land, ordinary cultivation, and for road work. With or without front wheel and knife. Average number imported annually, 500 to 1,000.

One-horse Cultivator.—In three sizes and fifteen different styles. With guiding wheel and depth regulator. Average number imported annually, 100 to 150.

Diamond-shaped Harrows.—In one, two, three, and four sections, flexible steel frame, with wooden levers. Average number imported annually, 50 to 100.

Disc Ploughs.—Four to 10-foot sizes, with 16 and 18-inch discs, fitted with mule, horse, and oxen drawn equipment, either with two or three levers. Supplied also in a strong folding style with front wheel and back wheel which may be folded into the centre. Average number imported annually, 50 to 100.

Kerosene Motors.—Motive power kerosene and other lower grade fuels, as well as gasolene. Supplied in sizes of from 1½ to 10 h.p. Air cooled, supplied with magnetos and covered crank shaft. Average number imported annually, 250.

Corn Sheller.—In cylindrical and spring construction of knocked-down type and hand or motor power. Supplied in five sizes, with capacity varying from 150 to 2,000 bushels daily. Average number imported annually, 300.

Forage Grinders.—Three different types are used, grinding from 10 to 90 bushels per hour; one type for corn, another for small grains, and another for corn in the stalk. Average number imported annually, 50 to 100.

AUTOMOBILES AND ACCESSORIES

The traveller in Northern Venezuela is amazed at the excellence of the roads joining the principal centres such as Caracas, Valencia and Puerto Cabello. Some $9,000,000 have been spent on road building by the Federal Government since 1909. In a recent official report, the Minister of Public Works states that during the last eleven years some 5,000 kilometres of roads have been built or reconstructed by the Federal or State Governments in such a way as to provide for swift and comfortable motor traffic. They are chiefly built-up metalled and macadam roads. The costs have been exceedingly low because the abundant prison labour has been used to the almost total exclusion of paid labour. Taking the figures of the Minister of Public Works, Venezuela's 3,000 miles of roads have in ten years of construction and upkeep entailed an expenditure of only $3,000 per mile.

The Venezuelan motorist is fortunate because he not only has good roads, but he pays a duty of just one cent per kilo on his motor car. That is, if his car weighs a metric ton, he pays a specific duty of $10, irrespective of its value. Gasolene is also now much lower in price, so that many new motor cars are being bought. The medium-priced car is the best seller in Venezuela, where roads mount several thousand feet in a few miles, as the cheaper makes are not good hill climbers. Such makes as the Buick, Hudson, and Essex appear to be the most popular for private use. Few motor cars ply for hire, as the *cochero* or coachman is still used in Venezuela.

With good road development, trucks are just beginning to come into use, although this movement has been held back by the high price of gasolene. Several Italian "Fiat" trucks have been sold recently and are giving satisfaction.

The principal Venezuelan cities are now well supplied with garages which keep large stocks of tires, spare parts, and accessories. Most of the tires and tubes used

in Venezuela are distributed from Colon, Panama, where a large bonded warehouse is maintained by the Goodyear Tire and Rubber Co. This company ships tires from time to time to this part of the world from its Canadian plant. In 1920, over $6,000 worth of Canadian tires entered Venezuela.

Beverages.—Foreign beers are practically out of the Venezuelan market. Venezuelan beer is sold in the cafés for 20 cents per pint—a price with which imported beers cannot compete. In 1912, German, Dutch and English beers were imported to the value of $85,000, but in 1919 this trade had dropped to $20,000. A few thousand dozen of European beers are now brought in annually for a limited high-class trade. The tariff on beer is five cents per kilo plus an additional 25 per cent of the duty. Bottled mineral waters are produced so cheaply in Venezuela that none is imported, except for some European medicinal waters.

Scotch whisky is daily becoming a more popular drink in Venezuela at the expense of French brandies. In 1919, whisky was imported to a total value of $37,000. About 1,900 gallons of Canadian whisky were imported in 1920. French and Italian wines are served in Venezuelan homes almost to the same extent as they are in Europe.

Brushes.—Paint brushes are not used to any great extent in Venezuela, as there are very few frame buildings in the country. Horse brushes and wire-handled filter brushes are used extensively and are imported from the United States and the United Kingdom. Brooms made in Venezuela are sold for $4 per dozen. Cheap hair brushes sell well throughout the republic, but tooth, clothes, and boot brushes have very limited markets.

Bicycles.—A few bicycles are used around Caracas. This trade was worth only $5,000 in 1919. English bicycles are favoured on account of their durability.

Cement.—Immediately prior to the European war, about 60 per cent of Venezuela's importations of cement was from the United States. And for the two years following the armistice fully 90 per cent of the cement entering the republic was American. During the second half of 1919, for example, over 1,100 tons of cement were imported from the United States, while the only other cement customs entry shown during the same period was 100 tons of English cement. During recent months, however, German and Swedish cement has been displacing American owing to their lower quotations. It appears that quotations were recently received in Caracas of $2 per barrel f.o.b. Hamburg, equal to about $4 per barrel c.i.f. La Guaira. Local cement of poorer quality than the imported may be purchased in bags at a price of around $2.30 per barrel. Cement is on the free list of the Venezuelan tariff.

Calcium Carbide.—The value of Venezuela's importations of calcium carbide in 1919 was $68,000, all of which was American, with the exception of $3,300 Canadian. Calcium carbide is used extensively in rural districts where there are no electric lighting plants.

Carbonic Acid Gas.—Germany is now resuming her Venezuelan trade in liquid carbonic acid gas. In 1912, nearly all of the $9,500 worth imported came from Germany and Holland. During the war period, the United States supplied all requirements—in 1919, to the value of $22,000. This business is in the hands of a German importing firm, and it is improbable that the Canadian product could successfully compete.

Caustic Soda.—Is imported in considerable quantities for soap and glass factories in Venezuela. In 1919 the imports were valued at $95,000.

Drugs and Medicines.—Several hundred thousand dollars' worth of drugs and medicines are imported annually—about 50 per cent of the total from the United States, 20 per cent from France, and the remainder from Germany and Spain. Even before the war, the United States had 50 per cent of this business. American

preparations have been so well advertised that many of their names have become household words. Like all other Latin-Americans, Venezuelans seem continually to require medicines for blood, intestinal and nervous disorders. No new preparation can possibly be introduced without a considerable appropriation for a long advertising campaign. Good drug importers will very seldom take up new lines, and these must be introduced personally by a representative of the manufacturer.

Over $100,000 worth of disinfectants were imported in 1919. Venezuelan importers get so many offerings from manufacturers of disinfectants that they now very seldom pay any attention to these communications. Disinfectant preparations can be successfully introduced only by the distribution of free samples, and by bill-posting.

Electrical Apparatus.—There are several plants in northern Venezuela generating electricity from water-power. These plants are all quite small, however, and electric current is so expensive that its use is confined for the most part to lighting purposes. The market is therefore more for lighting fixtures than for electric appliances. Japanese porcelain lighting fixtures are now competing successfully in Venezuela, although the large American plants have always had most of the electrical apparatus business. Dry cell batteries are used in every residence in Venezuela. About $150,000 worth of electrical apparatus is imported annually.

FOODSTUFFS

Biscuits and Confectionery.—Venezuela buys sweet biscuits from the United Kingdom and unsweetened biscuits (soda crackers) from the United States. American sweet biscuits cannot successfully compete with English brands like Peak Frean. These English biscuits seem to keep fresh in all climates up to two and three years, while American sweet biscuits usually deteriorate rapidly. The American soda cracker has become a staple food commodity in Venezuela. They are sold in ordinary sealed tins to the retail shops and cafés, which then place them on their counters in glass jars or containers. The frequenter of cafés (and all Latin-American males are frequenters of cafés) often makes his downtown meals of soda cracker sandwiches. They are also sold in tins for domestic use. In 1919, sweet biscuits were imported to the value of $45,758 and unsweetened biscuits to the value of $92,294. Of the $134,000 worth of biscuits imported in 1912, about 70 per cent was American. Canadian soda biscuits could undoubtedly compete with American if their sale were supported by persistent advertising.

Highly-flavoured and coloured cheap English confectionery in tins is favoured by Venezuelans. French or Swiss chocolate bars are preferred to other chocolate confections. There is a considerable demand in Caracas at holiday periods for fancy chocolates in boxes. Two or three well-known brands of fancy American boxed chocolates enjoyed considerable sales in Caracas last winter. Too many five-pound boxes were sent down, however, while there are now no one and two-pound packets left in the country. The special tropical packing referred to by the writer on several occasions in the *Weekly Bulletin* must be followed for the Caracas trade. That is, each chocolate must be wrapped in foil and placed in individual paper cups arranged in bright artistic boxes, while each carton containing, say, a dozen boxes, should be lined with hermetically-sealed tin.

Butter.—Venezuela offers a good market for butter. In 1912, the butter importations were valued at nearly $400,000, 40 per cent of which came from Germany, 30 per cent from the United States, and the remainder from France and Holland. In 1919 the total importations were worth only $263,000, or over 30 per cent less than in 1912, but over 80 per cent of this trade was Dutch. The falling off in butter importations during the war gave the Venezuelan dairy industry an opportunity for advancement, and as a result much more domestic butter and of better quality is now being

consumed in the Republic than before the war. Holland's domination in this butter trade was greatly assisted by her direct shipping communication with La Guaira and Puerto Cabello. The Dutch put up only a fair quality of butter in ½-lb., 1-lb., and 2, 5, and 7-ib. tins cheaper than American tinned butter. The larger sized tins are usually opened in the small retail shops, and the little grocer sells a quarter or a half pound to his less affluent customers as they require it. Grocers say that a first-quality canned butter, if supported by advertising, could be sold extensively to the higher class trade at from 50 cents to 60 cents per pound. The duty on imported pure butter is about three cents a pound, while the duty on margarine is more than double that on pure butter.

Cheese.—Only Dutch cheese is imported, and American cheese is practically unknown. A little cream cheese in tins might be sold, but it would probably be useless to attempt to introduce Canadian cheddar cheese—even apart from the fact that Canadian cheese does not stand up in tropical climates.

Condensed milk.—Venezuela is not a market for condensed milk. Fresh milk can be obtained nearly everywhere throughout the country. In 1919, the value of the condensed milk imported was only about $14,000.

Flour.—No single commodity passes through the Venezuelan customs in greater volume and of greater value than wheat flour. For many years this trade has been worth a million to two million dollars annually to American millers. In 1912, over a million dollars worth of flour was imported from the United States. In 1913 (fiscal year ending March 31), Canada shipped over 7,000 barrels, and in 1914 over 20,000. In 1915, this trade slipped back to 7,000 barrels, went up to 11,000 in 1916, and to 29,553 barrels in 1917—the peak of Canada's flour trade with Venezuela. It fell off again in 1918 and 1919. In 1920, 28,851 barrels were exported, but the 1921 returns show a slump to 15,722 barrels for the fiscal year. Venezuelan statistics show importations from the United States in 1913, of some 150,000 barrels. United States Government reports show 124,893 barrels of American flour shipped to Venezuela in 1919, and 165,895 barrels, valued at $2,105,000, in 1920.

A comparison of this American and Canadian flour trade shows that while Canadian trade has advanced since prewar years, the increase is unsatisfactory. Last year, Canada shipped only about 10 or 15 per cent of Venezuela's flour requirements. American flour got into this market first, and the bakers like it and understand it. Many of them like Canadian flour, and one or two bakers in Caracas who import flour direct from Canadian mills informed the writer that by understanding how to use Canadian flour, they got a little more bread out of it than from the American flours they had been using, but that they often had to pay more for Canadian flour than for American. These bakers employ Canadian flour almost exclusively, but the average baker prefers to buy American flour to which he is accustomed rather than Canadian flour which is usually a trifle more expensive than American. When the writer was in Caracas in May of this year, Canadian flour quotations were about 3 per cent higher than American. As soon as Canadian flour can be sold consistently even one or two per cent lower than American, Venezuelan bakers will soon learn to use flour that is a little cheaper in price.

It was suggested that the Canadian flour trade in Venezuela was handicapped by the fact that the biggest flour importer in the country—an American—is also heavily interested in the only direct steamship line from New York to Venezuela, and that he was not a bit interested in Canadian flour. While it is true that this firm imports American flour almost exclusively, they would soon turn to Canadian flour that competed in price with American. The writer does not think, as several people suggested, that it is the absence of direct steamship communication between Canada and Venezuela that is keeping back this Canadian flour trade. The line referred to would get the same profit on Canadian flour as on American, and they

have had many years' experience in shipping flour to Venezuela. It is quite possible that one effect of the new United States tariff rates will be an increase in American export flour prices. In any case, Canadian flour exporters can dominate the Venezuelan market if they can succeed in getting a certain firm in New York to buy from Canadian mills, instead of American. This firm are closely associated with Venezuela, have virtual control of the flour market, and are said to know more about the Venezuelan flour market than any one in Venezuela itself. (The name of this firm may be obtained by application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa).

Macaroni and Cereal Pastes.—The tariff on cereal pastes such as macaroni is too high to permit of any importation of these lines. The extremely high tariff of 24 cents a kilogramme has enabled small macaroni factories to establish themselves in every city in the Republic, and no foreign macaroni is able to compete.

Fish.—Except for French and Spanish sardines, Venezuela is not a fish-importing country. Not only are the Venezuelans meat eaters rather than fish eaters, but a considerable fishing industry is carried on along the coast. Several thousand tons annually of fish are cured or dried and sold much cheaper than imported codfish could be. The consumption of dried cod is confined to the Lenten season, and for this trade the fish must reach Venezuelan ports about the beginning of the year. The only imported fish food for which there is a steady demand is sardines in tins, and grocers state that their customers will buy only the European variety. Other fish foods are only seasonal in demand, and are considered articles of luxury for an occasional change from their own staple diets. A few thousand cases of salmon were imported from the United States in 1920. Pink Alaska salmon is the brand generally asked for by customers.

Canned Fruits and Vegetables.—Fruits of all kinds are grown in profusion in Venezuela, even such northern fruits as strawberries and peaches, and canned fruits are consumed to a very limited extent. Only about $30,000 worth of canned fruits and vegetables were imported in 1919. Peaches, cherries, and tomatoes of the "Del Monte" brand are asked for more than anything else.

Canned and Cured Meats.—Venezuela is herself an exporter of fresh and cured meats, and imports very little. Good beef may be bought at the capital for 20 cents per pound. There is a certain demand for sweet American hams.

Lard.—In 1912, American lard to the value of $382,000 was exported to Venezuela, but in 1919 only $30,000 worth was brought in. The rise of the Venezuelan butter industry appears to be responsible for this remarkable falling off in lard imports. American lard became so expensive that domestic butter was substituted, and it is not likely that lard will regain its footing to any great extent.

Potatoes.—About 400 tons of "sprouted potatoes" were imported into Venezuela in 1919. Presumably for seed purposes, they carry the lowest tariff of 1 cent per kilogramme and, for this purpose, must be described in the consular documents as "papas germinadas con brotes aparentes". In December and January, however, they are imported from the United States for table consumption. They must be carefully stowed, however, because the journey of twelve or fourteen days from New York to La Guaira through the tropics is trying on potatoes. It is possible that from 500 to 1,000 tons of potatoes might be sold to Venezuela this year, if potato shippers care to go after this business.

Furniture.—Venezuela does not import fine furniture, because, in the first place, magnificent furniture is fabricated in the country from native woods, and, in the second place, very heavy tariff and freight rates make the importation of expensive furniture almost prohibitive. With the exception of a few pieces of expensive furniture, imports are limited to iron and brass beds, light reed furniture and bentwood chairs. White enamelled iron beds are now bought extensively by modest households.

Imported reed furniture in pretty designs is now used in nearly all the better-class homes. These should be shipped without cushions or cloth linings, to avoid the thereby increased duty. Bentwood chairs and rockers are sold in the Caracas furniture stores. All these classes of furniture pay a tariff of only 15 cents per kilogramme. About $40,000 worth was imported in 1919.

Glassware.—There are several glass factories in Venezuela manufacturing cheap glassware—especially bottles. However, a large number of cheap tumblers are imported, most of which come from Belgium and Germany. It is improbable that Canadian manufacturers can do anything in this trade, as American prices are now much higher than European.

HARDWARE LINES

Kitchenware.—North America appears to be definitely out of the enamelled, iron, and aluminium ware trade in South America. Not only are American and Canadian prices hopelessly out of line as compared with German, but they are higher than Italian and Japanese quotations. In May of this year prices for enamelled ware—soup plates, for example—were quoted c.i.f. La Guaira as follows (quotations per dozen): American $3.20, Italian $2.80, Japanese $2.40, German $1.60. Both the Italian and Japanese enamelled wares were said to be superior in quality to American, but the German was said to be much inferior to all the others. The Germans and the Italians are making good aluminium ware and underselling American ware in Venezuela. German and Belgian cast-iron kitchenware is also underselling American. As the United States is now so completely out of the trade, Canadian manufacturers might as well concede the business to Europe and Japan. It is estimated that at the present time Venezuela has a two years' supply of kitchenware of all kinds.

Corrugated Roofing.—English corrugated iron sheeting in standard sizes is preferred in Venezuela. Recent English quotations have also been lower than American.

Iron Rods and Bars.—Several hundred thousand dollars' worth of iron rods and bars is imported annually for blacksmith and foundry work. Most of this class of goods has always been imported from the United States. A few shipments of soft iron rods have been Canadian, however, and have competed with American both in price and quality. This class of Canadian iron goods is doing well in Latin-America, and only a little more effort is required on the part of Canadian manufacturers to develop considerable markets abroad. A considerable industry in Venezuela is the fabrication of window gratings from iron bars. Venezuelan residences are expansive one-story affairs with large windows always protected on the outside by ornamental iron gratings. Five to ten per cent of the cost of constructing the average Venezuelan residence is represented by expenditure on iron window gratings. Soft malleable iron is required for this purpose. Over 1,000 metric tons of iron rods and bars for all purposes were imported into the country in 1919.

Nails.—In 1919, 723 metric tons of wire and cut nails were imported. The United Kingdom and the United States divided the imports through La Guiara and Puerto Cabello, but the United States had all the Maracaibo trade. More building and construction materials have probably been imported at Maracaibo during 1919-21 than at any other Venezuelan port. The development of the oil-fields in the territory reached through Maracaibo has been responsible for this increased demand for construction materials of all kinds.

Tools.—Many years before the war English tools had established a reputation in Venezuela for durability which still serves them well. Lower prices and intelligent merchandising have enabled one particular American brand of tools to make serious inroads on the English tool trade. While English agricultural tools are still favoured by Venezuelans, most of the carpenters' tools used are American. Only lower prices will enable Canadian manufacturers to establish themselves in Vene-

zuela. The Venezuelan workman will usually try once a new make of tool, provided he gets it cheaper than the tool he is accustomed to using. But if its quality does not come up to that of his former brand, he will not go back to it again. There are good markets for small hand pumps, and for iron workers' vises which are competitive in price. Cheap meat mincers made in the United States are used in practically every house in Venezuela.

Wire.—Over 2,400 metric tons of barbed wire were imported into Venezuela in 1919, and an equal quantity in 1920. Nevertheless, when the writer was in Caracas in the month of May there was a scarcity of barbed wire. Barbed wire, fencing wire, and poultry netting, together with wire staples, are all on the free list. It has been pointed out that Venezuela is developing modern agricultural methods and is paying particular attention to live stock. It is therefore probable that her requirements of fencing wire will increase.

Lamps and Lanterns.—Kerosene lamps are not used much, as people who do not have electricity use candles. The "Dietz" lantern is used a good deal in rural districts. This lantern has not had much competition, and has usually commanded a fairly high price. The average lantern used in Canada is of the same type, and should be able to compete with it.

Stoves and Heating Fixtures.—Venezuela still clings to the old-fashioned bricked-in ovens and stoves. Small charcoal three-legged stoves are also used, most of which are fabricated by iron workers in the towns. Modern water heating and bathroom arrangements are for the most part still unknown, except that portable bath tubs are used a good deal.

Lumber.—Venezuela's importations of lumber are small and limited to a few hundred thousand feet of pitch pine brought over from New Orleans in one or two schooner loads per year. Other varieties of northern woods are comparatively unknown.

Paints.—In 1919 some 300 tons of paints and colours were imported. The Venezuelans still import a good deal of unmixed paints in large cans, although the use of American mixed paints in the smaller tins is growing. This trade is yet comparatively small, and, unless accompanied by advertising appropriations, a new mixed paint would make very little progress.

Leather Goods.—Venezuela imposes her highest customs tariffs on manufactured leather goods, in order to encourage domestic leather industries. This policy seems to have been successful, as excellent Venezuelan shoes may be bought at prices no higher than American. There are importations of leathers not cured in Venezuela, but few shoes or other leather products are imported owing to the duty of $4 per kilogramme placed on such goods.

Rubber Goods.—Except for automobile tires referred to in another paragraph, Venezuela is not a market for rubber goods. Rubbers or rubber-soled footwear are not generally used, and the climate is too hot for waterproofed clothing. All the horse carriages in Caracas are fitted with solid rubber tires.

Paper.—The only Canadian paper shipped in 1920 to Venezuela was some 200 tons of newsprint consigned through the New York firm distributing Canadian paper products in Latin America. Canadian newsprint is satisfactory, but the periodicals would like to be able to import direct from the mills. The total consumption of the country is so small, however, that the Canadian mills have preferred to deal through New York. Some periodicals used cheap wrapping paper last year, instead of newsprint. Most of the business stationery comes from the United States. Germany is now supplying wrapping paper, which is of poor grade, but cheaper than American wrapping paper. Cheap book papers and writing papers are now coming from Japan, as well as from Spain. Cheap wall paper in rolls ten to twelve metres long is imported

from Germany, most of it now selling at from 20 cents to 50 cents per roll. Total importations of paper goods in 1919 were about $400,000. Venezuela has a mill of its own turning out wrapping paper at Maracay. It gets its pulp from Norway, and in 1919 paid about $20,000 for it.

Railroad Materials.—There are some 600 miles of railroad in Venezuela divided amongst ten operating companies, nearly all of which are English. Some of these companies are slowly extending their rails out into the Venezuelan hinterland at the rate of a mile or two every year, but it is not likely that any new roads will be built. Most of the rolling stock is English, and a large portion of the railroad supplies are still obtained from the United Kingdom. About $100,000 worth of railroad materials were imported in 1919, and $160,000 in 1912.

Road Machinery.—The Department of Public Works (Ministerio de Obras Publicas), Caracas, is in the market from time to time for road-making machinery and tools. The department has several outfits of rock crushers, cement mixers, steam road rollers, wagons, wheelbarrows, shovels, picks, lanterns, etc.

Textiles.—Importations of textiles were so abnormal and prices were so high during 1919 and 1920, that a prewar figure must be taken as representing the normal textile business to be expected in the near future. It will be found that in 1912 cotton goods represented more than 20 per cent of the value of the total importations. Of that year's total of over $4,363,000, English cotton goods accounted for $2,745,000, while the United States, Germany, and the Netherlands about equally divided the remainder. English prices were higher than American from 1918 to the beginning of 1921, and American cotton goods exporters badly oversold this market, as indeed they oversold most of the South American markets. During the eleven months ending May, 1919, for example, 176,000 yards of cotton duck were exported from the United States into Venezuela, but during the corresponding period ending May, 1920, this figure had risen to 4,492,000—nearly a thirty-fold increase in volume—and dropping to 943,000 yards in the eleven-month period ending May, 1921. There is to-day at least a year's stock of textiles on the shelves of the average dry goods importer in Venezuela. Importers said that when the textile trade opened up again, American textile goods would be back to the relatively inferior position they held before the war. Not only were European prices dropping below American, they said, but American textile methods were so discredited that they would prefer to buy European goods even at higher prices.

Canada exported 47,000 yards of cotton duck to Venezuela in 1920, but it is doubtful whether even this small trade can continue in the face of European competition.

TRADING CONDITIONS IN INDIA

The following report from the Assistant Indian Trade Commissioner in London, dated August 5, 1921, on trading conditions in India, has been received:

Monsoon has been generally satisfactory but market on the whole is dull. This is usually the slack season of the year, and Gandhi's boycott of foreign piece-goods is for the moment the general topic of the Bombay market. Opinion as to the success or failure of this movement is divided, but the immediate effect is that it has strengthened the indigenous cloth market, and in consequence local mill shares are advancing, though slowly. The temper of the cotton market is not quite steady and houses exporting to Japan are in the hands of jobbers but the export to Europe continues to improve. The decline in freights appears to have reached its limit and no further reduction is expected, and tonnage position begins to improve.

COMMERCIAL NOTES FROM NEW SOUTH WALES

Commercial Agent B. Millin

Trade Conditions in New South Wales

Sydney, July 7, 1921.—The close of the half-year found conditions extremely dull in all sections of the general merchandise markets. The period just passed has admittedly been one of the most trying ever experienced in Sydney commercial circles. Financial pressure, falling prices, and restricted demand have acted and reacted to produce a situation which contained many elements of danger. But, apart from a few weak and speculative holders of high-priced stocks, the majority of business firms appear to have come through the ordeal successfully. The outlook is uncertain, but many express the opinion that a mild revival of trade during the months immediately ahead is quite possible.

Sydney Wool Sales

The last of the Sydney wool sales for the season 1920-21 has just been concluded.

The year, from Australia's point of view, has been one of the worst ever experienced, but recent events have conclusively proved that some of the most serious problems in realization of the stocks in hand have been overcome. It is very improbable that pastoralists will be confronted with the pitfalls during the coming season that beset the trade this year. The transition period from war to peace has certainly been a most difficult one not only in the wool trade, but in all primary industries. The recent demand for wool, however, has been so keen that it is expected that the stocks held in brokers' warehouses in Sydney will be reduced to about 200,000 bales by the end of this month. With the continuance of the present demand (recently strengthened very largely by Continental and Japanese buyers), the bulk of this wool should be absorbed by the end of September, when the new season's clip will be available.

Owing to the excellent seasonal conditions which have prevailed, it is anticipated that the forthcoming clip will be of excellent quality and the yield greater than that of last season.

Australian Pearling Industry

The pearling industry of Australia is at present in a rather languishing state, and many of the vessels working on the north and northwest coasts of Australia are at present laid up on account of the weak demand for shell. Prior to the war much of this shell found its way to Germany and Russia for button making, and the cessation of trade with these countries materially strengthens the present depression. Another cause of the lessened demand is the fact that buttons are being made in increasingly large numbers from trochus shell, which is produced much more cheaply.

Wheat Prospects in New South Wales

The Government control of the marketing of wheat is apparently to cease, and the pool system, which has been in operation for the last few years, will not be continued. Last season New South Wales farmers were guaranteed 7s. 6d. per bushel, and, although it is anticipated that eventually the Government will be able to square its accounts in this matter, it does not seem anxious to continue the system. There is no doubt that a very large acreage will be planted this season, and should the present excellent conditions continue, an increased yield will be assured.

Phosphatic Deposits at Nauru and Ocean Islands

The immense deposits of phosphates on these islands are now being worked by a joint commission representing British, Australian, and New Zealand interests. Nauru was captured from Germany at the beginning of the war, and Ocean island was acquired by agreement. The Commonwealth Government has paid the sum of £1,483,000 for its interest in the matter.

During the first six months of the commission's control 120,000 tons of phosphates were shipped from the islands, the average price received being 78s. 6d. per ton. It is expected that the price in Australia will be lower in the near future.

New Steamship Services to Sydney

The Commonwealth Government Shipping Line recently made arrangements for a service to England via Panama and Fiji. The vessels are to have a capacity of 5,000 to 6,000 tons, and eight calls—four outward and four homeward—are to be made at Fiji annually, for which the Fijian Government is to pay a subsidy of £12,000.

A new service by a Japanese line between Pacific Coast ports and Australia was also recently announced. Regular monthly sailings have been arranged.

Paper-making from Australian Hardwoods

A report on the tests, for paper-making purposes, of pulp from various kinds of Australian hardwoods has just been received by the New South Wales Forestry Commission. The pulps tested were from mountain ash, blackbutt, spotted gum, mountain gum, karri, and silky oak. Mountain ash appeared as the best pulpwood, and it also produced the best paper. The results of these tests are stated to have revealed the fact that these hardwood sheets are actually stronger in every respect than a series of good office envelope and bond writing papers, all imported, and selected at random from the laboratory's office stock. The tests showed also that mountain ash was stronger than the best of the imported papers by 1·21 per thousandth inch in bursting strength and very considerably stronger in breaking strain.

It is stated that the prospects that a pulp industry can be established are encouraging, but further research is still necessary.

IMPORTED GOODS TO BE MARKED WITH COUNTRY OF ORIGIN

A memorandum of the Department of Customs and Excise (No. 9), dated August 4, 1921, containing regulations *re* the marking of imported goods with the country of origin, reads as follows:—

By the Customs Tariff Amendment Act, 1921, the Customs Tariff, 1907, was amended by inserting the following section immediately after section twelve thereof:

12A. That all goods imported into Canada which are capable of being marked, stamped, branded or labelled, without injury, shall be marked, stamped, branded, or labelled in legible English or French words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Said marking, stamping, branding, or labelling shall be as nearly indelible and permanent as the nature of the goods will permit.

Provided that all goods imported into Canada after the date of the coming into force of this section which do not comply with the foregoing requirements shall be subject to an additional duty of ten per centum ad valorem to be levied on the value for duty purposes and in addition such goods shall not be released from Customs possession until they have been so marked, stamped, branded or labelled under Customs supervision at the expense of the importer.

Provided further that if any person shall violate any of the provisions relating to the marking, stamping, branding, or labelling of any imported goods, or shall

deface, destroy, remove, alter, or obliterate any such marks, stamps, brands, or labels, with intent to conceal the information given by or contained in such marks, stamps, brands, or labels, he shall be liable on summary conviction to a penalty not exceeding one thousand dollars, or to imprisonment not exceeding one year, or to both fine and imprisonment. The Minister of Customs and Inland Revenue may make such regulations as are deemed necessary for carrying out the provisions of this Section and for the enforcement thereof.

(2) This Section shall come into force on the first day of October, 1921.

Note that this Section comes into force on the first day of October, 1921.

REGULATIONS

1. This law applies to "all goods imported into Canada," and consequently includes goods originating in the United Kingdom, British Colonies and British Possessions.

2. The country of origin of a manufactured article may be the country in which the article has been finished by a substantial amount of labour amounting to not less than one-fourth the cost of production of such article in condition imported.

3. Goods entered for immediate exportation or in transit through Canada are not required to be marked.

4. When imported goods are found to be not legally marked, the Appraiser will note the fact on the invoice and the additional duty shall be levied accordingly.

5. The Appraiser will report all articles (and packages as hereinafter provided for) not properly marked to the Collector, who will notify the importer to re-deliver the unexamined packages or to arrange to mark the same and their contents under Customs supervision.

6. The importer may be permitted to mark examined packages and their contents in Customs warehouse, or arrange for the marking of same under Customs supervision on the premises of importer.

7. Whether the marking found on goods in condition imported is as nearly indelible and permanent as the nature of the goods will permit is a question of fact to be determined in each instance by the Collector, subject to the decision of the Commissioner of Customs and Excise.

8. If the importer fails to mark goods when called upon to do so by the Collector, the Collector may require the same to be exported, and in default thereof, the goods shall be treated as unclaimed, dating from time of importation, and if sold, must be sold on condition that they be marked by the purchaser under Customs supervision.

9. Goods not susceptible of permanent marking may be stamped or labelled for purposes of delivery.

It will be found that while certain kinds of goods, as for example, chinaware and porcelain are capable of being permanently and indelibly marked in the process of manufacture, it is commercially impracticable to so mark them afterwards.

Goods of this class, if not so indelibly marked in condition imported, will be subject to the additional duty as provided, but may be released upon being marked by the importer in a manner as nearly permanent or indelible as the nature of the article will permit, as for example, by gummed labels or rubber stamp.

10. Where articles themselves incapable of being marked without injury are imported in bands, wrappers or containers, or on cores or spools, such bands, wrappers, containers, cores or spools shall be marked so as to indicate the country of origin.

11. Imported containers or wrappers intended to be filled with or used upon domestic products are to be marked as required by the Act, but in order to avoid the possibility of origin other than Canadiaan being imputed to domestic products sold in such imported containers or wrappers because of the marking of the latter, the words "Container (or wrapper) made in...................." shall be used.

It will not constitute a non-compliance with the Act, however, so as to involve the levy of the additional duty, if the word "Container" or "Wrapper" as provided

in the preceding paragraph be not used in the marking of the goods as imported, but, before release from Customs, this additional marking will require to be done.

12. The name of the country of origin is required to be the English or French name of such country. Hence for example, the use of the word "Nippon," which is the Japanese word, the English equivalent of which is "Japan," will not constitute a legal indication of country of origin on Japanese merchandise.

13. The name of a city, province, state, department or other division of a country of origin will not be regarded as an indication of country of origin as required by the Act.

For example "Made in Saxony" will not be accepted as a compliance with the Act, Saxony being a part of the country known as "Germany," nor will "Made in Massachusetts," be sufficient, that being one of the States of the country known as the "United States of America."

"Made in U.S.A." will be accepted as a sufficient indication of the "United States of America," as country of origin.

"Made in England," "Made in Scotland," or "Made in Ireland," will, notwithstanding the above general regulations, be accepted as sufficient indication of "The United Kingdom of Great Britain and Ireland," as country of origin.

14. Fabric gloves are in the opinion of the Department capable of being marked without injury either by stamping or by means of gummed labels on the inside of the wrist, where the brand or trade mark usually appears.

15. Hosiery may be so marked upon the foot where the brand or trade mark usually appears.

16. Cloth and material in the web or roll capable of being marked without injury shall be so marked with indication of country of origin upon each three yards thereof, and in case of carpets upon each five yards thereof.

17. The cases, dials and movements of watches and clocks, whether or not assembled or attached, shall separately have country of origin cut, engraved, diesunk, painted or printed thereon conspicuously and indelibly. This marking may be on inside of the case, the face of the dial and the plate of the movement.

18. The following goods will not be required to be marked with the indication of country of origin, viz.:—

Metallic goods which are not intended for sale to the consumer in the condition imported but which are merely raw material for use in the manufacture of articles in Canada; crude rubber, crude clay, hides and skins, raw furs, corkwood unmanufactured, marble and stone in the rough, broom corn and bristles, fibre, rags.

Partly manufactured materials to be further manufactured or finished in Canada, before passing to the consumer.

Completely manufactured parts for incorporation into articles of Canadian manufacture before passing into use by a consumer, or

Partly or completely manufactured parts for use as repairs to articles made in Canada or imported and already indelibly marked with other country of origin.

Provided that there shall be incurred in Canada at least 25 per cent of the total cost of production of the article going into consumption in Canada into the manufacture or construction of which such raw material or partly or completely manufactured parts shall have entered.

And provided that on every entry at Customs of goods as described in this Section a statement shall be placed by the importer certifying to facts sufficient to classify the importation within the provisions of this section.

19. The statute requires that the country of origin be indicated in the marking. Hence the word "made," "produced," or "grown" may be used in the marking to suit the circumstances.

Additional rulings and regulations issued from time to time by the Department will be communicated to Collectors by circular.

PACKING GOODS FOR EXPORT TO CHINA

TRADE COMMISSIONER J. W. ROSS

PACKING AND SIZE AND STRENGTH OF CASES

Shanghai, June 30, 1921.—In packing goods for export it must always be borne in mind that the freight charges on long distances of land and ocean travel represent a large portion of the ultimate laid-down cost of the goods when they have arrived at their destination, therefore the greatest care should be employed in packing goods in order to reduce as far as possible the size of the packages.

With certain firms in Great Britain and the United States who are actively engaged in overseas trade the art of packing goods for export has been brought to a very high point, and men specially trained in this department are constantly making a study of how to pack goods, in order that as much as possible will be contained in a definite measurement. As yet most Canadian firms seem to have made no special study of this matter, nor do they employ men having sufficient technical skill along these lines, but much of this work is left in the hands of juniors who are quite unfamiliar with shipping conditions and the science or art of packing goods for export.

It is to be borne in mind that most goods being shipped abroad on steamship lines are charged on a freight rate by the measured ton, which is 40 cubic feet. Those firms who are familiar with foreign commerce and are constantly shipping goods abroad make an effort to employ packages the size of which will conform to these measurements, and with certain commodities having a definite size, such as tinned provisions, milk, etc., this is not difficult. This principle should be followed with all goods as far as possible, and study in packing will soon enable an employee to become expert in this work, for only experts or those exhibiting intelligence along this line should be employed in packing goods for overseas markets.

The writer has before him a complaint upon a shipment of goods from Canada to Shanghai, in which four cases were employed. It became necessary to tranship these goods to another port, and in repacking the goods, using some intelligence and care, the contents of the four cases were easily contained in three. From this it will be seen that the merchant here was obliged to pay overland and ocean freight for about 7,000 miles to the extent of 25 per cent in excess of what he should have had to pay had the goods been properly packed. In seeking for information upon the above points, from a leading firm of importers in Shanghai, the following notes were courteously submitted to the writer:—

It is of paramount importance for an exporter to have a standard or a uniformity in his packing for each different article he ships, taking particular care to the saving of as much space as is permissible in each package. An exporter ought to know at once, and at any time, the cubic measurements, ton measurements, gross, net and tare weight of each package of the different commodities he ships and this can only be achieved through system in the factory.

INVOICING

Of not much less importance to that of proper packing of goods for export is that of invoicing the shipment and the contents of the different cases or bales.

Invoices should, whenever possible, state the following: (1) the steamship conveying the goods from the seaport; (2) the indent order number, and the shipping number; (3) the number of each case or bale; (4) the contents of each package according to number; (5) the dimensions of each case; (6) the gross and net weight of each case; and (7) the proper and distinctive marks of the consignee. When invoices are made out in this manner and carefully recorded, it is always a simple matter to follow up a missing package and to know its contents.

In the matter of invoicing goods for shipment abroad, the shippers of Great Britain are far in advance of those of any other country. British merchants have been so long engaged in overseas commerce, are so familiar with foreign markets, and no doubt have so profited by the mistakes of earlier years, that at the present time they have become expert in the knowledge necessary for the proper invoicing and shipping of cargo to any part of the world.

TRANSPORTATION ROUTES

It should not be necessary to state that all firms making any pretence of engaging in export trade, should have a clear understanding of the lines of travel and manner of transportation by the quickest, cheapest, and most direct routes to all foreign markets. This knowledge should also include the cost of freight, both overland and ocean, and every other point bearing upon freight charges and the handling of cargo. In the present-day methods of export trade, c.i.f. rates are almost invariably demanded. In China, native dealers insist upon being quoted c.i.f. prices upon almost everything they buy. The necessity, therefore, of a clear understanding of all transportation lines and freight charges is very apparent if the shipper is to be able to quote the lowest c.i.f. cost, and ensure the quickest delivery of the shipment.

The knowledge necesary to this end is not difficult to acquire, but like everything else in connection with export trade, it should not be left to chance, but a careful investigation of all trade routes should be made. Once the matter is well understood, there should be few difficulties. It can safely be stated that probably the greatest source of complaint in connection with overseas trade, is in regard to the slow delivery of cargo, and the failure of ordered goods to come forward at or near the date promised. These have been the cause of loss of future orders more frequently than anything else.

COMPLAINTS

Numerous complaints regarding carelessness and want of knowledge in packing goods for export to foreign countries frequently come to the attention of this office. The size of case employed is, in many instances, much too large for easy handling, and when the contents consist of heavy goods the cases are frequently broken. In the case of certain kinds of goods, delivery in original packages to interior points is frequently required, and as transportation is by foot coolies, wheel-barrows, or pack animals and carts, it can be seen that large cases are at a disadvantage.

Another frequent complaint is that cases are made of too light wood. In a shipment of 150 cases of quart bottles of Canadian beer made to Tientsin last year, 693 bottles were broken, and in a similar number of cases containing pint bottles, 279 bottles were broken. In this instance it is plain that the wood of the cases was too light to stand the severe handling to which they were subjected. The United States Commercial Attaché recently reported to his department as follows: "As as instance of unsuitable packing, one may mention that in a shipment to Canton via Hong Kong comprising many tons of structural steel, it was found that all the bolts, nuts, rivets, washers, etc., were packed in very thin wooden boxes, the wood of which they were made being less than ¼-inch thick, and the boxes weighing from 90 to 100 lbs. The consequence was that about one-third of this small boxed material was found broken and a large quantity had dropped into the bilges of the steamer. A very considerable loss resulted." These are only a few instances, but many more could be cited.

In further reference to complaints regarding shipment of goods from Canada, the following notes taken from a report upon this subject, which appeared in a Supplement to the *Monthly Commercial Letter,* dated August 1919, of the Canadian Bank of Commerce, are of special value, and are therefore herewith submitted:

"1. A shipment of angles, ordered to be a certain length, was sent to the East. When the shipment arrived there were at least three lengths in the consignment which were shorter than the specifications called for, with the result that the shipment

was of no use for the purposes required. If the shipping clerk had checked the goods carefully before they were packed, he would have discovered the error, avoided the resulting discredit to his employer, and saved a great deal of inconvenience to the importer.

"2. A shipment of goods which required several cases to contain them, went forward with the cases numbered and a statement that certain goods were in certain numbered cases, which was just what the importer desired. When the latter proceeded, however, to open some of the cases to secure the goods he needed, he discovered that the goods were not packed as indicated, with the result that he was put to considerable unnecessary inconvenience and annoyance.

"3. A shipment of hardware went to the East, and when it arrived a great quantity of the goods had been stolen. This might have been avoided if the cases had been bound with metal straps.

"4. A shipment made against a banker's credit with a through bill of lading went forward from the exporter's warehouse on schedule time in accordance with the contract and the shipper paid no further attention to it. The goods went as far as the seaboard, but there they lay for months, and the importer at the other end was kept waiting for them. Finally he cabled to find out the cause of the delay, and the exporter then woke up to the fact that he should have followed up the shipment and ascertained that it was promptly placed on board ship, thus looking after his client's interests. The importer, in view of this experience, says that he will not pay for any more goods shipped from Canada unless on an ocean bill of lading. There were numerous complaints of this kind.

"5. An Australian importer stated that he purchased a considerable amount of merchandise from Canada for sentimental reasons, but he always had the goods forwarded through a New York forwarding house, as then he could rely on the shipment being in order. He stated that Canadians were too careless about handling this business."

PILFERING

Much attention has recently been called to the great losses entailed through pilfering of cargo. These complaints are not confined to any one country, but seem to be universal the world over. Articles appearing in the press call attention to the skill shown by thieves in opening and closing cases in a manner so well done as to leave scarcely any trace of the fact that the cases have been tampered with, to the heavy losses which marine insurance companies have been obliged to stand on this account, and to the difficulties encountered in tracing the time or places of the thefts on account of the many transfers of the packages while in transit. In order to overcome such losses and prevent pilfering as far as possible, different schemes for securing cases and making them safe against thieves have been adopted, and several patent fasteners have recently been introduced. One eminently practical method of the latter style is that known as the Signode system, which works as follows: A ribbon of steel is passed round the box or bale and the two ends put through a small flat seal. An instrument, rather like the apparatus for stamping letter paper, is placed on the ribbon, and by moving the handle backwards and forwards the ends are drawn so tightly through the seal that the ribbon can be made to cut deep into the wood of the box. A special pair of pincers is then applied to pinch up the seal and the thing is done. The whole process appears to be most effective and simple. Incidentally it entirely does away with the need of nails.

THE CUSTOMS TARIFF OF PANAMA

Trade Commissioner H. A. Chisholm

The customs tariff of the Republic of Panama presents no difficulties. Goods are cleared rapidly and efficiently through the customs, and the exporter is not faced with the tricks and pitfalls encountered in so many Latin-American tariff systems.

"The Commercial Impost," as the customs tariff is officially designated, specifies three classes of goods: First, articles not subject to the payment of duty; second, articles taxed 10 per cent and 15 per cent ad valorem; and third, articles covered by a special tariff.

First.—The free list includes the following articles: agricultural machinery and tools; machinery imported for use in Panamanian factories; railroad and road building and maintenance equipment of all kinds; vessels destined for use in Panamanian waters; and paper and other supplies for newspapers and printers.

Second.—This class of goods is divided into two groups, viz:—Group A paying 10 per cent ad valorem, and Group B paying 15 per cent ad valorem. Group A includes the following articles: rice, flour, beans, feed, potatoes, condensed milk, cement, barbed wire, and all such articles as enter into the manufacture of goods whose prime materials are exempted, whenever these are not included in the special tariff. All articles not otherwise specified belong to Group B.

Third.—The third classification comprises those articles upon which specific duties are imposed. These duties are quite heavy, and have the dual purpose of providing revenue from luxuries, and protecting such local products as sugar, coffee, matches, tobacco, beer and rum.

The following important articles of the Fiscal Code of the Republic are quoted:

"Article 90. The impost of 10 per cent and 15 per cent to which merchandise of the second class is subject will be collected on the value stated in the consular invoices, viséd by the commercial appraisers, or on such value as these may fix, whenever it may be judged that the price shown on the invoice is not in accord with that of the goods at the time and port of shipment. All declarations will be made, therefore, based on the consular invoice, viséd by the commercial appraiser, or on the value set by the latter.

"Article 91. A refund will be made in full of the import duties paid on all articles imported into the country which the importer proves to have sold to the Canal Zone authorities, for the use of the civil and military employees at the service of the American Government, provided this fact is proved with official documents issued by the said authorities, stating the nature of the articles and the price of the sale.

"Article 93. The importer of articles who may have paid into the Treasury the duties prescribed by this chapter shall be entitled to a refund of a proportional part of such duties if he should prove satisfactorily before the Secretary of Finance and Treasury with a certificate from the Inspector of Customs and other documents pertaining to the case that by theft, breakage, decomposition or any other cause they were not complete.

"Article 94. Merchandise arriving at the Isthmus under through bills of lading, destined to foreign ports, will not be subject to payment of duties. Apart from such, the only goods that will be considered as in transit shall be those arriving for persons or merchants established in ports of the Republic to be forwarded to some other country immediately after their arrival, when it is shown that such goods have come under those conditions.

"Article 95. In cases covered by the preceding article, the consignee of the goods shall give immediate advice of the arrival of the merchandise and shall at the same time request permission to make the shipment, forwarding with his application the consular documents showing that the goods have come in transit. On permission

being granted, a deposit must be made in the Treasury General of the Republic in the form of bond covering the amount of the duties which should be paid on the importation of the goods, which sum will be refunded on the presentation of a landing certificate showing that the goods have arrived at the port of destination.

"Article 99. Consignees are under obligation to present in the respective Finance Office a sworn declaration with the invoice certified by the Panamanian Consul; this sworn declaration shall state the marks and the numbers of each package, its contents, kind, quantity, and weight; exact details concerning the goods and their cost prices; and should they be liquids, the number of bottles or half bottles contained in each case or barrel, demijohn or other container, with their equivalent in litres, and the precise denomination of the drink or liquor so that no doubt whatever may arise regarding the nature and origin of the product.

"Article 101. If failure to present the consular invoice should be due to miscarriage or delay in delivery of the consignee's copy, the official collecting the duty having received his, the consignee shall proceed to make his declaration utilizing a certified copy which the said collecting officer shall issue to him for the purpose."

An important tariff amendment was put into force in 1918 requiring that all exporters to Panama shall present to the Consul for the Republic of Panama at the port of shipment in addition to the invoice for certification "an original account or invoice from each of the factories, merchants, or companies who have sold each of the articles or merchandise to be shipped. This account or invoice shall contain the price of each article and the amount thereof and, furthermore, a sworn declaration of the vendor on the correctness of these data."

THE NEW PREFERENTIAL TARIFF OF ANTIGUA

By Wm. Gilchrist, Chief, Foreign Tariffs Division, Commercial Intelligence Branch

With reference to the announcement in *Weekly Bulletin* No. 914, August 8, 1921, page 227, regarding the new preferential tariff of Antigua, British West Indies, the subjoined statement contains a list of the articles enumerated in this tariff with the duty applicable thereto when imported from Canada.

The rates given are those of the preferential tariff. The preferential rates are 33⅓ per cent lower than the general tariff except for those articles marked with an asterisk. The goods thus marked and not included in the regular 33⅓ per cent preferential list, with the approximate preference allowed in each case, are: wheaten flour, 16 per cent; rye flour, 24 per cent; firearms known as fowling pieces, 25 per cent; rum, 29 per cent; brandy, whisky, liqueurs and unenumerated spirits, all 25 per cent. There is no preference on beer, ale, stout, porter, cider or perry. The duty under the general tariff for any other item in the list given below may be arrived at by adding 50 per cent to the preferential rate quoted. For example, cattle dutiable at six shillings per head under the preferential tariff would be dutiable at nine shillings per head under the general tariff; the preferential rate of 10 per cent ad valorem for unenumerated goods becomes, under the general tariff, 15 per cent ad valorem. For the present, Antigua applies the preferential duty only to imports from Canada and the United Kingdom. Provision is made for extending the preferences to other parts of the Empire on a reciprocal basis.

The new tariff of Antigua follows the former one rather closely, not altering the scale of duties much more than was necessary to afford the preferences provided for in the new Canada-West Indies trade agreement. As revised, the duties under the general tariff are a little higher than before, while the preferential rates are usually lower than the old general tariff. The prevailing ad valorem rate in the old tariff was 13⅓ per cent. Under the 20 per cent preference of the 1913 trade agree-

ment this rate was reduced to 10⅔ per cent in the case of a limited list of goods imported from Canada. The corresponding rates in the new customs ordinance are 15 per cent ad valorem under the general tariff and 10 per cent under the preferential tariff.

DUTIES APPLICABLE TO IMPORTS FROM CANADA

The duties applicable to imports from Canada into Antigua under the new preferential tariff are:—Aerated and mineral waters per dozen reputed pints, 6d.; living animals per head: asses, 4s.; horned cattle, 6s.; dogs, 4s.; horses, 40s.; mules, 10s.; swine, 1s.; sheep, 1s.; goats, 6d.; fowling pieces*, 26s. 8d. each; other kinds of firearms, 20s. each; ammunition, all kinds, including cartridges, cartridge cases and percussion caps, 16 per cent ad valorem; gunpowder and other explosives, 14 per cent ad valorem; beer,* ale,* stout,* porter,* cider,* and perry,* 1s. 3d. per gallon; biscuits, bread and cakes: unsweetened, in barrels or boxes, 1s. 4d. per 100 pounds; same fancy or sweetened, 12s. 6d. per 100 pounds; bricks and tiles, 7s. per 1,000; butter and butter substitutes, including butterine and olemargarine, 11s. per 100 pounds; tallow candles, 12s. 6d. per 100 pounds; candles other than tallow, 25s. per 100 pounds; oilmeal, oilcake, linseed meal, and cotton seed meal, 1s. 4d. per 100 pounds; cement, 2s. per 400 pounds; cheese, 11s. per 100 pounds; coal, coke and patent fuel, 1s. 8d. per ton; cocoa: raw, 12s. 6d. per 100 pounds; powdered, ground or otherwise prepared except sweetmeats, 2d. per pound; coffee per pound: raw, 1d.; same roasted, ground or otherwise prepared and including coffee substitutes, extracts and essences, 2d.; fireworks, 16 per cent ad valorem; fish, per 100 pounds: canned, or preserved in tins, jars or bottles, 8s. 4d.; herrings and alewives, dried, salted, smoked or pickled, 1s. 8d.; mackerel, dried, salted, smoked or pickled, 2s. 6d.; salmon, dried, salted, smoked or pickled, 4s. 2d.; other kinds fish, dried, salted, smoked or pickled, 1s. 6d.; fruits, canned, tinned, bottled or otherwise preserved, 12s. 6d. per 100 pounds; fruits, dried (including currants, dates, figs, prunes, raisins and other than canned or crystallized fruit and fruit in liquid), 2d. per pound; nuts, edible, other than coconuts, 2d. per pound; grain, etc., per 100 pounds: corn (maize) 1s.; oats, 1s.; rice, not ground, 2s. 10d.; other kinds, 1s.; flour and meal per 196 pounds: wheaten flour,* 7s.; maize or cornmeal, 2s.; rye,* 3s. 2d.; peas, beans and barley, 1s. per 100 pounds; farinaceous preparations per 100 pounds: arrowroot, 4s.; macaroni and vermicelli, 8s. 4d.; other kinds, including cornflour, cornstarch, oatmeal, rolled oats, sago, tapioca and other cereal foods, 4s.; jams and jellies, 12s. 6d. per 100 pounds; lard and lard substitutes, 4s. 2d. per 100 pounds; matches, other than wax or vestas, in boxes containing not more than 100 matches, 1s. per gross of boxes; in boxes containing a greater number than 100 matches, duty to be charged in proportion; meat per 100 pounds: beef, pickled or salted, 6s.; pork, pickled or salted, 6s.; smoked or cured, including sausages, bacon and hams, 12s. 6d.; canned or preserved, in tins, jars or bottles, 8s. 4d.; tongues, pickled or smoked, 8s. 4d.; opium, bhang and gange, 25s. per pound; milk, condensed or otherwise preserved, 6s. per 48 pounds; oil: olive, cotton, castor, codliver and other edible oils, 10 per cent ad valorem; kerosene and other refined petroleum burning oils, 2d. per gallon; lubricating oils, 1s. per gallon; petrol and gasoline, 1d. per gallon; other kinds not being rock oil, 1s. per gallon; painters' materials: paint oil, 1s. per gallon; turpentine and substitutes 6d. per gallon; perfumery and toilet accessories, not including perfumed spirits, 20 per cent ad valorem; soap: common, including laundry and soft soap, 6s. per 100 pounds; fancy, including medicated and perfumed soaps, 20 per cent ad valorem; spirits per proof gallon or under: brandy,* 11s.; gin,* 6s.; rum,* 6s.; whisky,* 11s.; cordials and liquors,* 11s. per gallon; bitters of all kinds, including flavouring extracts containing spirits, 3s. 4d. per gallon; methylated spirits and methylated alcohol, 6s. per proof gallon; bay rum and all other perfumed spirits including pomades, dentifrices, toilet preparations and washes, 20 per cent ad valorem; unenumerated spirits,* 11s. per proof gallon; sugar per 100 pounds: other than muscovado or melado, 2s.; muscovado or melado, 1s.; tea, 6d. per pound; tobacco

and snuff per pound: leaf, in packages containing not less than 500 pounds, 8d.; leaf, in packages containing less than 500 pounds, 2s.; cigars, if of less value than 6s. per 100, 3s.; cigars valued at 6s. per 100 or over 5s,; cigarettes, 3s. 4d.; snuff, 3s. 4d.; other manufactured tobacco, 3s. 4d.; vegetables per 100 pounds: dried, canned or otherwise preserved, 6s.; onions and garlic, 2s.; potatoes other than sweet, 2s.; vinegar, in wood, 2d. per gallon; wines non-medicated, 20 per cent ad valorem; white pine, spruce and hemlock per superficial measurement of 1 inch thick, 6s. 8d. per 1,000 feet; pitch pine and fir, per superficial measurement of 1 inch thick, 8s. 4d. per 1,000 feet; oak, beech, elm, hickory, mahogany and all other hard woods per superficial measurement of 1-inch thick, 16s. 8 d. per 1,000 feet; shingles, cedar, and pine, 3s. 4d. per 1,000; cypress and wallaba, 6s. 8d. per 1,000; shooks, staves, headings, wooden packages imported for the export of produce, wood hoops, coiled or straight, 5 per cent ad valorem; all other articles not particularly enumerated or particularly exempted, 10 per cent ad valorem.

ARTICLES EXEMPT FROM DUTY

The free list includes: Living birds; blasting powder for making or repairing roads or railroads; bullion; printed books, pamphlets, newspapers, periodicals and other printed matter of a similar description; charts and maps; eggs; fertilizers and manures; fish, fresh or on ice; fresh fruits; coconuts; gold, in bars, plate or wire; ice; paris green, and such other insecticides and fungicides as the Governor in Council may from time to time determine; lime, for building purposes; oil to be used as fuel in oil engines for industrial purposes or in factory furnaces; plants, shrubs and seeds for planting; railway and tramway rolling stock and materials for permanent way; salt; specimens illustrative of natural history; turtle; vegetable, fresh, except garlic, onions, and potatoes other than sweet; multiple effect machinery for manufacturing sugar; materials for erection of a factory for containing such machinery; machinery for agriculture, irrigation, mining, manufacture of sugar, rum. cotton seed oil, ginning or baling of cotton, crushing cotton seed, including steam engines, steam pipes, boilers, boiler tubes, fire-bars and ploughs, all aforementioned machinery, etc., not to be free of duty when imported for sale; living animals not mentioned above; articles for public worship and education; articles for His Majesty's land or sea forces; surgical instruments, etc., imported by a practitioner; workmen's tools, etc., accompanying the passenger; ordinary boxes, etc., used as containers not including puncheons; certain articles imported by the government or foreign consuls; baggage and household effects under usual conditions; certain goods returned after having been exported from Antigua and goods imported in exchange for similar previously imported articles on which duty had been paid.

NEW SALES TAX IN NEWFOUNDLAND

The *United States Commerce Report* of August 10, 1921, publishes a cablegram from the United States Consul James S. Benedict, St. John's, Newfoundland, dated August 6, in regard to import and excise duties to the effect that Newfoundland has made provision for a sales tax of 5 per cent on the invoice value, freight, and duty, except for flour, which will pay a tax of 3 per cent. Exemptions from the sales tax have not been settled, but will probably include such articles as are exempted from taxation by an act of the legislature.

"COMBINATION PACKAGES" PERMISSIBLE FOR POSTAGE TO HAITI, MEXICO, AND COLOMBIA

In addition to the list of countries published in *Weekly Bulletin* 901—British Honduras, Jamaica, British Guiana, and Nicaragua—the sending of "combination packages" has now been authorized for transmission to Haiti, Mexico, and Colombia, under section 96, page 23, of the *Canada Official Postal Guide,* 1920.

AUSTRALIAN CUSTOMS DECISIONS

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, Australia, July 4, 1921.—Under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of materials and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MATERIALS AND MINOR ARTICLES FOR USE IN THE MANUFACTURE OF THE UNDERMENTIONED GOODS WITHIN THE COMMONWEALTH

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use be given to the satisfaction of the collector within six months, or such further time as the collector may allow, after delivery by the customs)

Brazing wire (invoiced as slit brass wire).
Silicia (ground), for use in the manufacture of dental investment compounds.
"Growlers" for use in the manufacture of toys.
Steam pipes (metal) hermetically sealed at each end, for use in the manufacture of ovens for baking bread.
Copper circles, segments, and strips with rounded edges over 4 inches wide, for the manufacture of metalware and general purposes.
Plates and Sheets—Copper, brass, nickel silver, gilding metal and muntz metal, for the manufacture of metalware and general purposes.
Sheets—Zinc for the manufacture of electric dry cells.
Alkaline batteries, for use in the manufacture of electric battery-driven trucks for indoor transport (commonly known as industrial trucks).
Felt, for lining carriage, motor and other rugs.
Fish glue, for use in the production of process engravings.
Steel channels, being less than 3-16th inch in thickness, for the manufacture of harrows.
Vegetable peelers.
Carbon black, for the manufacture of ink.

MACHINE, MACHINE TOOLS AND APPLIANCES

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines)

Biscuit making machine, viz:—Triplex continuous feed soft dough cake machine for making two-coloured embossed or wire cut work.
Vegetable peelers.
Rolling mills, three high, for production of copper rods from ⅜ inch to 4 inch round.
Stills, continuous extraction (20 gallons).
Stills, vacuum (1 gallon).
Condensers, 4 inch and 6 inch, for the production of fruit essences and ethers.
Coal cutting machine parts, viz.:—Rheostat parts, controller parts, motor parts, fuse plate parts.
Matchmaking machines, viz.:—Painting machine for applying the striking surface to the box; box filling machine; inner box making machine; box closing machine, and automatic matchmaking machine.
Photo-copying machines, continuous (electric).
Steel spikes, used in the manufacture of lags, as parts of card clothing machines.
Cutting machine—Band knife cloth cutting.
Tilting furnace, for melting metal (oil being used for heating purposes).
Paint spraying plant except air compressor and receiver.
Rubbing and polishing machine (wood working) for piano cases, etc.
Silver coil condensers, for use in refining acetic acid.
Motor engines for fire engines.
Metal working plant for production of galvanized iron sheets, viz.:—Cable racks and supports; cast iron fly weight wheel, 34 feet diameter, including all necessary parts and accessories; sling chains; copperas plant; steel plates for gas producers; pump rods; injector; hydraulic sheet doublers, complete; sheet shears, and electrical equipment essential to foregoing plant.

TOOLS OF TRADE FOR ARTISANS AND MECHANICS AND TOOLS IN GENERAL USE

(When not wholly made of wood, and not being machines)

Mattock picks.
Smoothing planes known as compass or circular champering and planes other than jack, try, etc., made wholly of wood or with wooden body, which are dutiable at 33 per cent if from the United Kingdom and 49½ per cent if from any other country.

The above specified minor articles and machine tools and parts and tools of trade are now admitted (for the purposes specified) free of duty if from the United Kingdom and at the rate of 10 per cent ad valorem if from any other country, including Canada.

CHINESE PRODUCTS AND UNITED STATES CUSTOMS TARIFF

Trade Commissioner J. W. Ross

Shanghai, July 23, 1921.—The recent enactment of the new United States Customs Tariff has placed Chinese export products under a considerable penalty, for the duties are much in excess of the rates previously prevailing; under former regulations many commodities from China were permitted entry into United States ports either entirely free, or with a small duty, while the same commodities will under the new regulations now be taxed quite heavily.

The articles chiefly affected are as follows:—

Flax Seed—New duty 30 cents per bushel, formerly 20 cents.
Corn or Maize—New duty 15 cents per bushel, formerly free.
Beans other than Soya—New duty 2 cents per pound, formerly 25 cents per bushel.
Peanuts—New duty 3 cents per pound, formerly $\frac{3}{4}$ cents per pound.
Rice, cleaned—New duty 2 cents per pound, formerly $\frac{3}{8}$ cents per pound.
Peanut Oil—New duty 26 cents per gallon, formerly 6 cents per gallon.
Cotton Seed Oil—New duty 20 cents per gallon, formerly free.
Soya Bean Oil—New duty 20 cents per gallon, formerly free.
Raw Cotton—New duty 7 cents per pound, formerly free.
Wool, unwashed—New duty 15 cents per pound, formerly free.
Wool, washed—New duty 30 cents per pound.
Wool, scoured—New duty 45 cents per pound.
Goats' Hair—New duty 15 cents per pound, formerly free.
Camels' Hair—New duty 15 cents per pound, formerly free.

EXPORTS TO UNITED STATES SERIOUSLY AFFECTED

Within recent years the United States has been a very large consumer of Chinese exportable commodities—in fact, next to Japan, the United States is China's best customer, having imported from the latter country in 1920 goods to the value of over gold $83,000,000. Of this great volume of imports it is quite probable that a considerable quantity was consumed in Canada. The imposition of these new duties by the American Government will probably considerably curtail United States imports from China, and it is to be hoped that this may also cause Canadian consumers of Chinese products to consider the advisability of importing their requirements direct from China, and not through New York as they have mostly been doing for many years past. From trade returns of both the Canadian and Chinese Governments, it is shown that direct imports of Chinese imports into Canada have not materially increased for a number of years—in fact, the figures for 1920 are less than those of five years previous. Now it must be evident to the most casual observer that the consumption of Chinese goods in Canada has materially increased within recent years, yet our trade returns do not show that such is the case; therefore we must conclude that a multitude of Chinese products have been reaching Canada by way of the United States for many years, all of which at a cost (including the American importer's profit), much higher than we needed to pay had our merchants imported the goods themselves direct from this country. In this connection it is quite probable that of the great volume of goods which Canada annually imports from the United States, a considerable portion of it is made up of the products of other countries, which our people have not seen fit to purchase direct from the countries of origin. The Canadian duty on such products being now so much less than the American duty, Canadian dealers should be able to import such articles direct, to advantage.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 17, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending August 17; those for the week ending August 10 are also given for the sake of comparison:—

		Parity.	Week ending August 10, 1921	Week ending August 17, 1921
Britain.. .. ..£	1.00	$4.86	$4.0445	$4.0382
France. .. ..Fr.	1.	.193	.0866	.0853
Italy.. .. ..Lire	1.	.193	.0482	.0478
Holland. .. ..Florin	1.	.402	.3435	.3427
Belgium .. ..Fr.	1.	.193	.0843	.0836
Spain.. .. ..Pes.	1.	.193	.1436	.1427
Portugal. .. ..Esc.	1.	1.08	.1248	.1249
Switzerland .. ..Fr.	1.	.193	.1870	.1871
Germany. .. ..Mk.	1.	.238	.0137	.0133
Greece.. .. ..Dr.	1.	.193	.0627	.0627
Norway. .. ..Kr.	1.	.268	.1409	.1443
Sweden. .. ..Kr.	1.	.268	.2323	.2360
Denmark.. .. ..Kr.	1.	.268	.1731	.1830
Japan. .. ..Yen	1.	.498	.5439	.5471
India.. .. ..R.	1.	2s.	.2664	.2694
United States .. ..$	1.	$1.00	1.1100	1.1109
Argentina .. ..Pes.	1.	.44	.3357	.3305
Brazil.. .. ..Mil.	1.	.3245	.1359	.1388
Roumania.. .. ..Lei	1.	.193	.0147	.0134
Jamaica. .. ..£	1.	4.86	4.0723	4.0604
Shanghai, China .. ..Tael	1.	.631	.7770	.7832
Batavia, Java... ..Guilder	1.	.402	.3468	.3471
Singapore, Straits Settlements.. .. .. $	1.	.49	.4717	.4777
Barbados.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
British Guiana.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
Trinidad. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
Dominica.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
Grenada.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
St. Kitts.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
St. Lucia.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
St. Vincent.. .. ..$	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86
Tobago.. .. .. $	1.	1.	$.84\frac{1}{8}$–$.86\frac{3}{8}$	$.83\frac{3}{4}$–.86

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3376. **Foodstuffs.**—Canadian import-export firm, established in Brussels, desire direct connection with Canadian packers of salmon, lobster, meats, fruits, vegetables, jams, and milk. Banking references available.

3377. **Apples.**—A Cape Town firm make inquiry for quotations on British Columbia apples, shipping September to October.

3378. **Canned vegetables.**—A Port Elizabeth firm of importers (wholesale) ask for samples and prices of corn, peas, and tomatoes.

3379. **Salmon.**—A Port Elizabeth house of importers ask for samples and prices of salmon, all grades, shipped direct from Vancouver to Cape ports; c.i.f. prices only.

Miscellaneous Products

3380. **Tools.**—A Port Elizabeth firm ask for samples and prices of hammers, screwdrivers, trowels, and household tools.

3381. **Three-ply wood.**—A Port Elizabeth firm ask for prices and delivery position on Canadian three-ply wood.

3382. **Representation.**—A member of an Ontario firm of brokers and importers, leaving for the Old Country in the latter part of October, wishes to represent Canadian manufacturers or dealers in food products, drug sundries, hardware, etc. References.

3383. **Produce.**—A produce broker and agent in touch with the wholesale trade in Glasgow and Edinburgh desires to hear from Canadian produce exporters, particularly fresh produce.

3384. **Graphite.**—A firm of Glasgow oil refiners desire to hear from Canadian producers of lubricating graphite.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Bilbster,* Canada Steamship Lines, about August 25; *Melita,* Canadian Pacific Ocean Services, Ltd., August 26; *Canada,* White Star-Dominion Line, about August 27; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., about August 27; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 2; *Caledonian,* White Star-Dominion Line, about September 3; *Porsanger,* Canada Steamship Lines, Ltd., about September 6; *Megantic,* White Star-Dominion Line, about September 10; *Canadian Ranger,* Canadian Government Merchant Marine, Ltd., about September 10; *Victorian* Canadian Pacific Ocean Services, Ltd., about September 16; *Metagama,* Canadian Pacific Ocean Services, Ltd., about September 17; *Melita,* Canadian Pacific Ocean Services, Ltd., about September 23; *Canada,* White Star-Dominion Line, about September 24.

To London.—*Vindelia,* Anchor-Donaldson Line, about August 26; *Hoerda,* Canada Steamship Lines, about August 26; *Canadian Trapper,* Canadian Government Merchant Marine, Ltd., about August 27; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about August 30; *Tamaqua,* Furness Line, about September 1; *Vennonia,* Anchor-Donaldson Line, about September 3; *Wyncote,* Furness Line, about September 10; *Canadian Rancher,* Canadian Government Merchant Marine, Ltd., about September 10; *Grey County,* Canada Steamship Lines, Ltd., about September 15; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about September 24.

To Glasgow.—*Saturnia,* Anchor-Donaldson Line, about August 27; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about August 30; *Canadian Navigator,* Canadian Government Merchant Marine, Ltd., about September 2; *Cassandra,* Anchor-Donaldson Line, about September 10; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about September 10; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about September 16.

To Hull.—*Wyncote,* Furness Line, about September 10; *Cornish Point,* Furness Line, about September 21.

To Newcastle-on-Tyne.—*Cairnmona,* Thomson Line, about August 27; *Cairnross,* Thomson Line, about September 10.

To Avonmouth Dock.—*Bothwell,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3; *Concordia,* Anchor-Donaldson Line, about September 10.

To Manchester.—*Manchester Division,* Furness, Withy & Co., Ltd., about August 27; *Manchester Port,* Manchester Line, about September 3; *Manchester Brigade,* Manchester Line, about September 10; *Manchester Corporation,* Manchester Line, about September 17.

To Belfast.—*Harmonides,* Head Line, about August 25; *Fanad Head,* Head Line, about August 26.

To Dublin.—*Harmonides,* Head Line, about August 25; *Dunaff Head,* Head Line, about September 3.

To Southampton.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27; *Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To Cardiff and Swansea.—*Canadian Squatter,* Canadian Government Merchant Marine, Ltd., about September 2.

To Cork.—*Dunaff Head,* Head Line, about September 3.

To Leith.—*Cairnmona,* Thomson Line, about August 27; *Cairndhu,* Thomson Line, about August 27; *Cairngowan,* Thomson Line, about September 3; *Cairnross,* Thomson Line, about September 10.

To Londonderry.—*Fanad Head,* Head Line, about August 26.

To Rotterdam.—*Denel,* Rogers & Webb Line, about August 24; *Lord Antrim,* Head Line, about August 26; *Merry Mount,* Rogers & Webb Line, about August 28; *Mercer Victory,* Rogers & Webb Line, about September 1.

To Havre.—*Hoerda,* Canada Steamship Lines, about August 26.

To Hamburg.—*Lord Antrim,* Head Line, about August 25; *Merry Mount,* Rogers & Webb Line, about August 28.

To Antwerp.—*Denel,* Rogers & Webb Line, about August 18; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about August 27; *Mercer Victory,* Rogers & Webb Line, about September 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To Danzig-Libau.—*Poland,* Canada Line, about August 10.

To Naples and Genoa.—*Caserta,* Navigazione Generale Italiana, about August 24.

To Naples-Trieste.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about September 14.

To Norwegian Ports.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 7.

To Scandinavian Ports.—*Wathena,* Sprague Line, about August 30.

To South Africa.—*New Georgia,* Elder-Dempster & Co., about August 30.

To Australian and New Zealand Ports.—*Canadian Pioneer,* Canadian Government Merchant Marine, Ltd., about August 23.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Challenger,* Canadian Government Merchant Marine, Ltd., about September 20.

To St. John's (Nfld.).—*Manoa,* Canada Steamship Lines, Ltd., September 6 and 23.

To India and Far Eastern Ports.—A steamer, Canadian Government Merchant Marine, about August 31; *Hyanthes,* Houston Line, about September 25.

To Barbados, Trinidad, and Demerara.—*Canadian Carrier,* Canadian Government Merchant Marine, Ltd., about August 24; *Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about September 7.

To Nassau, Kingston and Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about September 6.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., August 24 and September 14.

From Quebec

To Liverpool.—*Canada,* White Star-Dominion Line, about August 27; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about September 10; *Megantic,* White Star-Dominion Line, about September 10; *Mercian,* White Star-Dominion Line, about September 17; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 24; *Canada,* White Star-Dominion Line, about September 24.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about August 24 and September 7.

To Bermuda, British West Indies, and Demerara.—*Chaudiere,* Royal Mail Steam Packet Company, about September 2; *Chaleur,* Royal Mail Steam Packet Company, about September 16.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black Line, about August 23, and also about September 20.

To Liverpool.—A steamer, Furness, Withy & Co., Ltd., about August 26.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* August 24 and September 7.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, about September 10.

To New Zealand and Australia.—*Canadian Scottish,* Canadian Government Merchant Marine, Ltd., about September 8; *Waiotapu,* Canadian-Australasian Line, about September 13.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, about September 24.

To Kobe, Karatsu, Shanghai, Hong Kong, Manila and Singapore.—*Grace Dollar,* Dollar Line, about August 31.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about August 30.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Canadian Winner,* Canadian Government Merchant Marine, Ltd., about September 15.

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 2; *Ixiom,* Blue Funnel Line, about September 23.

To Kobe and Shanghai.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about August 30.

To India.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about October 15.

To London, Hamburg, Rotterdam, Amsterdam and Antwerp.—*Noorderdijk,* Royal Mail Steam Packet Company, about September 15.

To Kobe, Shanghai, Hong Kong and Manila.—*Harold Dollar,* Dollar Line, about September 24.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 16.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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T Commercial Intelligence Journal

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

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(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, August 29, 1921** **No. 917**

PAYMENT IN CANADIAN FUNDS: A FIRM'S GOOD EXAMPLE

A copy of the letter given below has been received from a Canadian Trade Commissioner in South America, who in turn received it from the firm to whom it was first addressed. The Trade Commissioner comments upon this letter in the highest terms and points out how such action as this can have a very great effect in establishing a high reputation for Canadian exporters. It is probably unnecessary to point out how converse action can have an equally or even greater detrimental effect.

No country has ever had greater opportunities than has Canada at the present time, and it very vitally concerns all reputable exporting firms to do everything possible to prevent any of their confreres from acting in any way that will bring discredit upon the commercial community of this Dominion. In the past, too little attention has been paid to this point, but it is now commended to the careful consideration of all those who are interested not only in building up a profitable foreign business, but also in establishing a reputation for integrity and fine business methods for Canadian exporters.

"We may mention that on their initial shipment —— and Co. placed a credit through the bank and our draft was paid in American money. Inasmuch as we expected only Canadian money or the equivalent for our goods, we credited —— and Co. with the proceeds which represented the difference in value between American and Canadian exchange, and have advised them along these lines. We know that a great many Canadian companies are asking for payment in New York funds or the equivalent, but we are quite satisfied with Canadian funds, and when a foreign customer pays us in American exchange, we are glad to allow him any difference we are able to realize. We presume that Messrs. —— and Co. will be quite surprised to know they have a credit on our books, and we trust the surprise will be a pleasant one."

CALCUTTA AND SINGAPORE OFFICES

The Governor General in Council has authorized the establishing of Trade Commissioner offices at Calcutta and Singapore, and it is hoped that effect will be given to this by not later than the end of November. Mr. H. A. Chisholm, at present Trade Commissioner in Cuba, has been appointed to Calcutta, and Mr. P. W. Ward, Assistant Trade Commissioner at Cape Town, to the Singapore office.

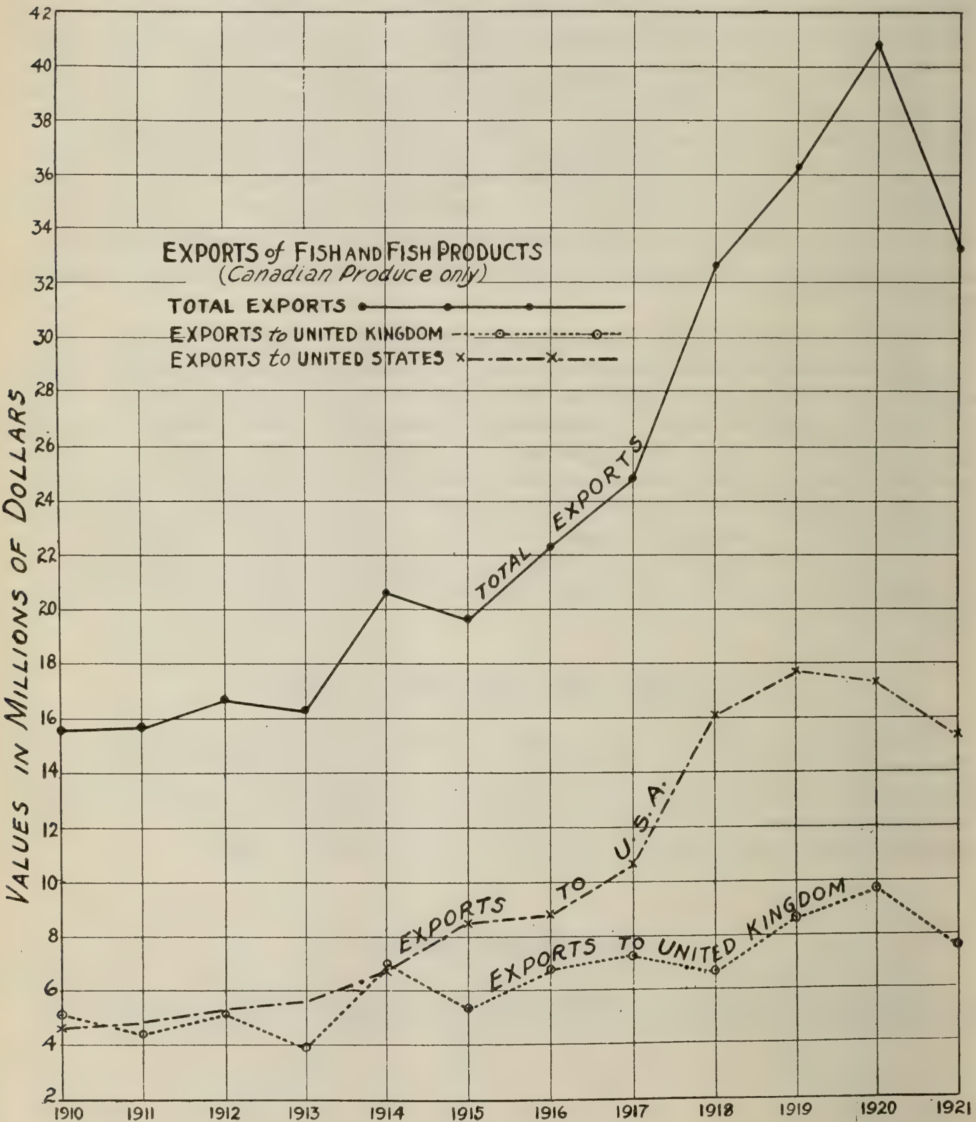
ROTTERDAM OFFICE

It is announced that Mr. George E. Shortt, who was formerly Canadian Trade Commissioner at Rotterdam, is no longer in the Canadian Government service.

CANADA'S EXPORTS OF FISH AND FISH PRODUCTS, 1910-21

The graph shown below indicates the total exports of fish and fish products from Canada, and the exports of the same commodities to the United Kingdom and to the United States for the years 1910 to 1921.

The almost steady increase in exports of the pre-war period gave way to a rapid advancement during the war years and those years immediately following the cessation of hostilities. This was reflected by a slight increase in exports to the United Kingdom and by a far greater increase to the United States. How far the proposed new tariff of the United States will affect the exports to that country can be judged from the fact that by it shell fish and fresh herring will be the only fish products left free of duty, and that the rates of duty on all other fish and fish products will be increased.



MARKET FOR CANADIAN CHILLED BEEF IN GREAT BRITAIN

Trade Commissioner Harrison Watson

London, England, August 9, 1921.—Such extensive publicity was given by the United Kingdom press to the despatch and arrival of the experimental consignment of Canadian chilled beef by the ss. *Megantic* that it has been considered advantageous to postpone a report until the results of its marketing could be ascertained.

It is generally known that considerable doubt exists both in Canada and here as to whether Canadian refrigerated beef can be profitably shipped to the United Kingdom in competition with supplies from South America and elsewhere. While considerable shipments of frozen meat were sent over during the war, the conditions were exceptional, and with the restoration of the normal position, it is appreciated that competition in the frozen variety is out of the question. Such opportunities as exist are for beef so lightly chilled that it will approach the quality of the home-killed instead of challenging comparison with the Argentine chilled, the shorter voyage from Canada affording advantages in this direction. Although the attention directed to Canadian cattle and meat resources by the embargo question which is still under discussion created a favourable opportunity for the experiment, the time was otherwise unpromising owing to the huge stocks of preserved meat of all kinds which are at present being held in this country.

The brief facts of the present experiment are that about 1,000 quarters of Ontario beef which were slaughtered at Toronto on Thursday, July 14, and despatched at once by the Harris Abattoir Company in time to catch the *Megantic* at Montreal, subsequently arrived in Liverpool on July 24, thus enabling the meat to be offered on the Liverpool market within practically ten days after killing. As the beef was transported throughout at a temperature which did not fall below freezing point, the condition was practically that of fresh killed beef, and moreover it arrived in excellent condition.

The handling of the beef was entrusted to Messrs. Parker & Fraser, of Central Meat Market, London, Liverpool, and elsewhere, whose extensive operations in frozen and chilled meat of all kinds qualify them not only to dispose of the meat to the greatest advantage, but to speak with authority as to the results of the marketing of the present consignment and the future prospects of the trade. The member of the firm who had charge of the shipment has kindly complied with my request and furnished the following report, which under all circumstances must be regarded as satisfactory:—

"Following our chat last week I can now give you some account of the chilled beef per *Megantic* from Canada. The shipment consisted of about 1,000 quarters of prime corn-fed steers and arrived in Liverpool in first rate condition, being perfectly chilled but without any trace of frost. This ensures it cutting up without dripping, which frozen meat always does after thawing.

"A relatively small quantity was marketed in Liverpool and Manchester but the bulk was railed to London. The weather was extremely hot and the journey detracted considerably from the appearance of the beef on arrival. In spite of this it sold readily at about 10 per cent more than the best Argentine chilled beef.

"The best feature is the fact that all the butchers who purchased the beef were delighted with it and will buy it regularly if the supply is available. I am of opinion that if the beef were shipped direct to London and the trade could rely on a regular weekly supply, that prices would be obtained approximating more nearly to English-killed beef than at present."

HARVEST AND LIVESTOCK CONDITIONS IN THE UNITED KINGDOM

Trade Commissioner Harrison Watson

London, England, August 12, 1921.—Reporting on agricultural conditions in England and Wales on August 1, the Ministry of Agriculture states that the harvesting of wheat and the principal cereal crops was commenced several weeks before the usual time, and was in full swing by the end of July, when half the yield had been carted in many southern districts, most of this and a fair proportion of the wheat being safely in stack by that time. In the north of England a general start was expected early in August.

As a condition of drought accompanied by high temperature continued throughout July in almost all districts, those crops which have matured, and the others still growing, show little variation from the prospects outlined a month earlier.

As anticipated, the most satisfactory and the only really good crop among the principal cereals is wheat, which filled well, ripened evenly, and was harvested under practically ideal conditions. All other crops are far below average. The later crops of barley and oats deteriorated during July, while straw in both cases, except for the autumn sown crops, is very short.

Both beans and peas are turning out much worse than was anticipated, while the dry conditions have been very damaging to potatoes, and the prospects for them have undergone a heavy drop. The outlook for roots of all kinds is wretched.

Hay-making was finished very early, there being few districts where all the crops were not secured by the middle of July. Owing to the hot weather and light crops it was often unnecessary to turn the swathe, so that much less labour than usual was required. Seed hay crops were relatively much better than those of meadow hay, but they were poorer than usual. There will be very few second cuts of hay this season, as the aftermaths have made little growth. The possibilities of a shortage of hay and the consequent necessity of replenishing home supplies by importation may later on be of interest to Canadian exporters, provided there is a surplus of Canadian hay available for expert. In this connection, however, the Ministry of Agriculture, when consulted, called attention to the fact that larger stocks than usual of both hay and straw were carried over from the beginning of the year.

The hot weather was unfavourable to hops, which in many places have been affected by pests.

Expressing an average crop by 100, appearances on August 1 indicating probable yields per acre, were as follows: Wheat, 101; barley, 86; oats, 87; beans, 87; peas, 88; potatoes, 81; turnips and swedes, 66; mangolds, 84; seeds hay, 89; meadow hay, 75; hops, 89.

As might have been anticipated pastures have remained very short of grass, and were generally scorched. This has necessitated stock requiring hand feeding in some districts, and generally milking cows have needed good supplies of corn and cake. The yield of milk has fallen off and prices have already advanced. Cattle and sheep have suffered where water has been scarce, but upon the whole they have done well.

As regards fruits, the crop of apples has been still further reduced as many have fallen off from the trees, but generally an average crop is expected, although the apples are smaller than usual. The yield of pears will be light and plums are practically a failure.

Acreage of Crops, 1921.—Simultaneously with the monthly report, the Ministry of Agriculture issue their annual preliminary statement of acreage under crops and grass, and livestock, in England and Wales, on June 4.

The most noteworthy feature is a marked decline in the area of arable land, which however still remains the largest since 1905, excluding the years 1918-20, when

the ploughed area was greatly increased as a result of the war food production campaign, the actual position being as follows:—

Distribution	1921 acres	1920 acres	Increase acres	Increase per cent	Decrease acres	Decrease per cent
Total acreage under all crops and grass	26,139,000	26,507,000	......	...	368,000	1.4
Rough grazings..	4,555,000	4,162,000	393,000	9.4	......	...
Arable land..	11,618,000	12,020,000	......	...	402,000	3.3
Permanent grass..	14,521,000	14,487,000	34,000	0.2	......	...
Clover and rotation grasses..	2,548,000	2,448,000	100,000	4.1	......	...
Bare fallow..	506,000	567,000	......	...	61,000	...

This reduction includes all the principal crops with the important exception of wheat, the acreage of which increased to 1,978,000 acres, an improvement of 103,000 acres, or 5·5 per cent in comparison with 1920, and there was also a slight augmentation in potatoes to 577,000 acres, showing an increase of 2·4 per cent.

In the case of small fruits, there was a marked revival, the 73,300 acres devoted to cultivation being an advance of almost 25 per cent over the previous year.

The unclassified returns of livestock for 1921 and the previous year were:—

	1921 No.	1920 No.	Increase No.	Increase per cent	Decrease No.	Decrease per cent
Horses..	1,384,400	1,365,700	18,700	1.4	.....	...
Cattle..	5,515,600	5,546,800	.....	...	31,200	0.6
Sheep..	13,806,200	13,382,700	423,500	3.2	.....	...
Pigs..	2,505,700	1,993,900	511,800	25.7	.....	...

As regards horses, the numbers used for agricultural purposes increased by 33,600, and in respect to cattle, although the total number shows a small decline, the figures are nevertheless satisfactory in that the only decreases recorded are confined to cattle one year old and over (other than breeding animals) and are largely consequential on the heavy decline in the number of animals under two years noted last year. The total number of cows and heifers, in milk or in calf, is 2,501,300, or 148,500 more than last year, and is larger than in any previous year with the exception of 1918 and 1919. The total number of sheep, which has been declining heavily in recent years, has now increased by 423,500 to 13,806,000. A noticeable feature was the increase of 200,000 in the case of ewes kept for breeding. Pigs have increased by the large figure of 511,800, over 25 per cent. The increase of 46,300 in the number of sows kept for breeding, although proportionately less than in the case of other kinds, is especially satisfactory.

APPLICATION OF INDIAN MERCHANDISE MARKS ACT TO CANADIAN PAPER

With reference to the statement in *Weekly Bulletin* No. 893 of March 14, 1921, page 425, to the effect that the words "Made in Canada" should be added to a watermark used on Canadian paper destined for India, it is now learned that the requirements of the Indian Merchandise Marks Act, with respect to "counter indication," when English words are used as a mark or brand on goods, applies only to countries outside the British Empire. It is, therefore, unnecessary for paper manufactured in Canada which has a watermark in English to include the words "Made in Canada."

BAHAMAS CUSTOMS DRAWBACK CONTINUED FOR ANOTHER YEAR

Mr. R. H. Curry, Canadian Commercial Agent in Nassau, Bahamas, writes that under the Expiring Laws Continuation Act the drawback of 50 per cent of customs duties allowed in the Bahamas is to be continued for another year, that is to say until June 30, 1922. The effect of this drawback is that duties, either preferential or general, are reduced by half in each case. Copies of the new preferential tariff of the Bahamas may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

FALL IN PRICES IN COAL MINE TIMBER IN SCOTLAND

Trade Commissioner G. B. Johnson

Glasgow, August 10, 1921.—The *Weekly Bulletin* No. 900, of May 2, contained a report on pitwood in the Scottish market, which referred to the downward tendency in prices at that time, and to the fact that a further fall was anticipated. This forecast has been realized.

On March 5, a short time before the big coal strike commenced, the price to the mines of pit props, 4 inches by 6 feet, was in the neighbourhood of 25s. 6d. per 100 lineal feet. On July 11, after the strike, the price had fallen to 20s. 6d. and on August 4 to 17s. 6d. On March 4 the c.i.f. price for mixed short lengths was 160s. to 175s. per Gothenberg standard (180 cubic feet); on July 8, about 120s.; on July 18, 110s.; and on July 21, 105s. The present c.i.f. price for mixed short lengths is round about 100s.

A large firm in Glasgow whose business is mainly concerned with the importation of timber for mining purposes state that they expect shortly to be able to buy 3-inch to 6-inch by 7-foot to 8-foot props at 90s. per standard c.i.f. Grangemouth (a seaport near Edinburgh), and interested exporters are asked to communicate with me if they desire further particulars.

Large quantities of pit props are imported in mixed short lengths, also in lengths of 5, 5½, 6, 6½, 7, and 8 feet. Mining timber of 20 to 25 feet is also used, but the quantity is small in comparison to the shorter pit props. Pit props usually arrive in this country peeled, but considerable quantities from Norway are imported with the bark on.

The downward trend in prices appears to be accounted for by lack of demand, which it is believed is due to two causes, one being the poor demand for coal due to the high prices which still exist, and to many factories having suspended operations, and the other being the fact that mine owners are buying as few props as possible in the belief that prices are coming down still further.

NOTES ON THE WOOL TRADE IN GREAT BRITAIN

Trade Commissioner J. E. Ray

Manchester, August 10, 1921.—As the Canadian Co-operative Woolgrowers Limited, have sent a representative to the United Kingdom to study the best methods of marketing Canadian wool, some notes on the condition of the wool trade and its future may be of interest.

One of the leading agricultural journals of the United Kingdom, in its current issue, is lamenting the fact that the British farmer who has sunk £100,000,000 in sheep, now sees the year's wool clip likely to be sold at prices so ruinous that sheep-breeding is likely to take a downward plunge. The best Down wool has apparently fallen from 4s. 6d. per pound to 2s. or less. The journal states that September will see 7 million Scottish sheep shedding their wool, with grave uncertainty as to who will be the buyers. The Northumberland Cheviots and the Border Leicesters will also come on to the market. The Romney Marsh clip of a millon sheep is now available, while the great Shropshire and Welsh clip of 2½ million is due to follow.

The journal attributes the present and near future conditon of the market to the action of the British and Australian Governments in combining to sell wool at a profit. The combination began 1921 with 420 million pounds of overseas wool, or four times the whole of the United Kingdom clip.

In conclusion, the journal states: "If the 100 million pounds of British 1921 wool are slaughtered at prices from tenpence for long wool to twentypence for short, the flocks of Britain will be reduced by 25 per cent in a very brief period, and the whole pastoral industry of the island will be in peril."

PANAMA AS AN IMPORTING AND DISTRIBUTING CENTRE

Trade Commissioner H. A. Chisholm

CANADIAN EXPORT TRADE INCREASING

Canadian exports to Panama during the fiscal year ending March, 1921, have been the greatest on record, amounting in value to $450,000, according to the Dominion Bureau of Statistics, as compared with $409,000 for the previous year. The latter figure includes an item of $150,000 for one ship sold in the Republic, while the figure for the year ending March, 1921, contains no item for ships. Before the war, Canada's best year of exports to Panama was 1911, showing a value of $321,000. This was the climax of a steadily increasing export trade from some $40,000 in 1905. From 1912, the value of this trade gradually decreased to the low figure of $70,600 for 1918, but the 1919 figure showed an increase to $165,700.

THE MARKET FOR FOODSTUFFS AND PROVISIONS

Codfish.—From 1912 to 1917, from 50 per cent to 70 per cent of the value of Canada's exports to Panama consisted of the dried codfish trade. In 1921 there were imported from Canada 24,445 cwt. worth $176,279; in 1914, 18,993 cwt.; in 1916, 14,189 cwt.; but in 1920, only 3,253 cwt. worth $45,060. That Canada has not lost this trade to other countries is shown by the import statistics of the Government of the Republic. During the first half of 1920, about 2,000 cwt. were imported from all countries. Statistics for the second half of 1920 are not yet available, but assuming importations to be equal to those in the first half, Canada supplied over 75 per cent of the codfish consumed during the year. Importers in Colon said that the consumption of codfish fell away as the number of West Indians employed on the Canal zone decreased. Importations were at their highest when canal building activity was at its greatest in 1912 and 1913, and tens of thousands of West Indian labourers were employed. On the completion of the canal, however, employment for West Indians decreased sharply, and at the present time not more than 18,000 "silver" (coloured) employees are on the pay-rolls of the Administration. The native Panamanian is not a consumer of codfish to as large an extent as the West Indian. Except during the Lenten season, he eats codfish only for a change in diet, whereas the Jamaican, for example, may eat codfish every day in the year. Panama, therefore, may not be considered as a fish-importing country of great importance, because cod is not the staple non-vegetable diet it is in Cuba or Jamaica. There is a demand in Panama both for the 100-pound box as put up for the Cuban market and for the 300-pound drum as prepared for the Jamaican market.

Canned Salmon.—In 1920, 326 cwt. of Canadian canned salmon were imported into Panama. This represents only a small proportion of the total trade, as Panama's official figures for imports from the United States for the first six months of 1920 were some 1,900 cwt. and were worth more than the codfish trade for the same period. American canned salmon has this trade simply because the public now knows the leading American brands very well and usually chooses them in preference to Canadian. American salmon is shipped from San Francisco direct to Panama at fairly low rates, and can usually be placed there at prices equal to or lower than Canadian. Red salmon sells better than pink, unless the latter is quoted at prices considerably lower than the red. Canned salmon is said to be the most popular imported fish food in the Isthmus, but Canadian prices have not been low enough to make the profits in handling Canadian packs sufficiently attractive to the dealers.

Other Fish.—Sardines are gradually replaced in this market by canned salmon, the value of the importations of sardines in 1920 being less than half that of salmon. Nearly all the sardines now imported into Panama are American. About 60 per cent are packed in oil and 40 per cent in tomato sauce. About 400 cwt. of kippered herring in tomato sauce were imported in 1920 from the United States and the United Kingdom.

Meats.—The writer was pleasantly surprised in Colon to learn that certain lines of pickled meats packed in 100 and 200-pound barrels by an independent Canadian packing house were underselling the great American packers. This was particularly true of tails and snouts, a packing house product which sells well to both the West Indian and the native Panamanian trade. The importer of these Canadian packing products said that the difference between United States and Canadian currency just enabled him to undersell some of the American lines. Over 1,250,000 pounds of packing house products are imported annually into Panama. About 30 per cent of this total volume is salt pork in barrels, 35 per cent lard, 15 per cent pickled beef, 10 per cent hams and bacon, and the remainder tinned meats of various kinds.

Dairy Products.—Importations of butter and margarine are about equal in volume, some 150,000 pounds of each being imported annually. Canadian canned butter in one and two-pound tins for table use is now selling well. Nearly all the cheese imported into Panama consists of the cheaper grades of yellow American cheese, prepared in 12 to 15-pound cheeses, four to the box, and now retailing at about 35 cents per pound. Some $50,000 worth of American cheese was imported in 1920. Panama imports considerable quantities of condensed and evaporated milk. During the first six months of 1920, 131,000 kilos of condensed and 313,000 kilos of evaporated milk were imported. At the moment, there is heavy competition among two or three brands for this market. It is said that "Carnation" brand is now the best seller.

Flour.—Panama's annual flour consumption is approximately 12,000,000 pounds or about 60,000 barrels. Canadian flour has not been able to get a foothold in this market in competition with American. Importations vary between 1,000 and 8,000 barrels annually. In the fiscal year ending March, 1920, 5,000 barrels of Canadian flour were imported, but during the year ending March, 1921, the amount fell to 1,200 barrels. Ninety per cent of the total imports are the cheapest grades of American flours in 98-pound sacks, for native consumption. Any Canadian miller who produces ordinary grades of wheat flour on which he can quote low prices should be able to sell to Panama. An experienced importer in Colon thought that if some Canadian mill could make up a standard cheap flour, he could get a large share, not only of this Panama trade, but also of certain other adjoining Central and South American markets. There are a great many brands of American flours on the market in Panama and competition is very keen.

Potatoes.—Over 1,250,000 pounds of imported potatoes are consumed annually in Panama and Colon. These arrive from the Southern States during the summer and early fall, and from New England during the winter. There is no reason why Canadian potatoes could not be sold as advantageously in Panama as they are in Cuba, since they could be shipped direct from Boston.

Barley Malt.—The Panama Brewing and Refrigerating Company spend from $50,000 to $100,000 annually on malt. At the present time this concern has a contract with a grain firm in Chicago for its supplies of malt. Canadian malt exporters should get into touch with this brewery so that they will be able to make offers when the present contract expires next year.

Biscuits and Confectionery.—In 1920, the United Kingdom and the United States shared about equally the biscuit and confectionery business in the Republic. American business was confined for the most part to "soda crackers" in tins, while English manufacturers had the hard and fancy biscuit trade. Some $20,000 worth of American soda crackers were sold in Panama in 1920. English hard candies in tins keep better than any other makes, and are much favoured in the Republic especially at holiday periods. Fancy chocolates in boxes have a market only in Panama City and Colon.

Canned Fruits and Vegetables.—Californian fruits, mostly of the "Del Monte" brand of peaches, pears, and cherries, are imported almost to the exclusion of all other brands. Importations in 1920 amounted in value to some $60,000.

Rice.—Rice is the staple food of the native Panamanian, and over 10,000,000 pounds were imported in 1920. Over 75 per cent of this was shipped direct from China and the remainder from the United States.

Whisky.—Whisky is the only beverage shipped from Canada to Panama. About 1,200 gallons of Canadian whisky were imported in 1920. As soon as the large stocks of American whiskies now on hand are depleted, Canadian rye will have an expanding market in the Isthmus.

Beers.—Good beer is brewed in Panama itself and is retailed at 20 cents per bottle. English stout is now the only beer imported, but a good deal of this is held for distribution outside the Isthmus. If there is to be a market for Canadian beer, it will be very limited, as it cannot at present compete in price with the local beer.

Wood and Paper Products —The only Canadian item under this heading imported into the Republic is newsprint for the newspapers printed in Panama City. All other paper products are supplied through New York. Good hardwoods are plentiful in Panama and the only lumber imported is Southern pine from New Orleans.

Hardware and Machinery.—Canada has had practically no business with Panama in goods under this heading. Very little machinery is used and American manufacturers supply nearly all the hardware used in the Republic. The market in Panama differs little from a Canadian or American market, except that such tools as machetes are still used where a northerner would employ a scythe or sickle. Modern agricultural machinery is not employed to any extent in the Republic.

Market for Road Machinery.—The Road Department of the Government of the Republic have recently let out contracts for road building to two contracting firms in Panama. These are the Panama Construction Co. and R. W. Hibbard Co., both of Panama City. Mr. J. W. Beardsley, Chief Engineer of the Road Commission, Panama City, advised that all inquiries in regard to purchasing should be addressed to these firms. Road machinery and road building supplies of all kinds will be required for the four-year period which these firms have to complete their contracts.

Calcium Carbide.—750 cwt. of calcium carbide were exported from Canada to Panama. With the rural development of the Isthmus, which is expected as a result of good roads, Canadian exporters may reasonably expect a growth in importations of calcium carbide.

Ships' Supplies.—Hundreds of sailing vessels and small steamers operate from the ports of Panama and Colon along the neighbouring coasts of Central and South America. There is, therefore, a considerable trade in boat tackle and supplies, such as duck for sails, oars, pulleys, blocks and rope.

COLON A DISTRIBUTING CENTRE FOR CANADIAN TIRES

One of the most interesting developments of Canadian trade in Caribbean markets is the marked increase in the exports of Canadian pneumatic tires to Panama. During the fiscal year ending March 1920, Canadian tires to the value of $87,289 were imported for the first time in Panama, and during the following year this figure had increased to $132,959. These figures represent almost exclusively the value of tires shipped from the Canadian plant of a large American manufacturing concern to its bonded warehouse in Colon, which distribute them to the neighbouring republics. The writer found that in Venezuela and Colombia, for example, most of the tires recently imported were from this bonded warehouse in Colon. It is said that the tire in question is therefore able to dominate markets contiguous to the Isthmus, as well as the Panamanian market.

ADVANTAGES OF COLON AS A BASE

Profiting by the success attending these methods of marketing tires, other importers are now attempting to handle the Colombian and Venezuelan coastal markets, and to some extent Costa Rican and Nicaraguan imports from Colon. In doing this, rather than continuing to operate from New York, American exporters consider that they will have the following two-fold advantage:—

First.—*A central distributing point for the Caribbean.*—Every large port in the world sends shipping to or through the Panama Canal, but there are many small ports on the Caribbean not visited by the ocean carriers, while only limited shipping services are available from the United States and Europe to most of the larger ports. Panama or Colon, however, have excellent shipping communication both ocean and coastwise to nearly every post in the Western Hemisphere between the Tropic of Cancer and the Equator. Therefore, by keeping stocks in a bonded warehouse at Colon, weekly supplies can be sent out to even the smallest contiguous markets. It is argued that merchants in such markets will not take the risk of placing orders, even at lower prices, at distant points requiring several weeks or months for shipment, when the same goods can be delivered weekly or fortnightly from the Isthmus.

Second.—*A "close-up" acquaintance with Caribbean markets.*—It is undoubted that a market can be handled to better advantage from a base at the strategic centre of that market than from a base thousands of miles away with a necessarily limited appreciation of the situation existing in any given foreign market. A marketing organization at Colon is at most only four or five days distant from any port on the Caribbean and the entire ground can be covered more quickly and more efficiently from Colon than from any point in the United States or Europe. An organization at Colon is able to keep in close personal touch with the market, and it is probable that fewer mistakes would be made than by an organization at the distant producing centres.

Canadian exporters seeking markets on the Caribbean must appreciate the increasing significance of the famous Isthmus as a possible base for the distribution of their goods. It was not until the end of the war and the resumption of merchant shipping activities that the trading world began to realize how the Canal was changing the trend of trade in that part of the world. It required only the successful experiment in tires referred to to point out to traders in Caribbean markets the far-reaching importance of the Isthmus as a base for trading operations along the mainland of the Caribbean.

CONSULAR INVOICE REGULATIONS OF THE UNITED STATES

The Secretary of the United States Treasury Department has issued Regulations to the Customs officials for the enforcement of the Emergency Tariff Act of 27th May, 1921. *Inter alia,* it is provided that, in the preparation of consular invoices the following information should be stated in addition to that previously required by Law and Regulations:—

(*a*) The date of the purchase now required for merchandise secured by purchase to be determined by the date of the acceptance of the order by the foreign shipper.

(*b*) A specification as to the kind of currency, whether gold, silver or paper.

(*c*) The marks, numbers or symbols by which the merchandise is sold or offered for sale by the manufacturer or seller in the foreign market.

Consular invoices presented for entry on and after August 1, 1921, unless containing the above information, should be rejected and a bond taken to produce a corrected invoice.

In the absence of a consular invoice, all statements in the form of an invoice should include the above information in so far as practicable.

NOTES ON JAMAICA'S IMPORT TRADE

Trade Commissioner H. A. Chisholm

II.

Various Articles of Import

Aerated Mineral Waters.—Importations, 1919, £648: 75 per cent from the United Kingdom, balance from United States. Excellent mineral water is bottled in Jamaica and a Canadian mineral water would require such extensive advertising that the returns would probably not justify the expense.

Animals and Birds.—The Jamaican Department of Agriculture is interested in the importation of pure-bred cattle. Several pedigreed bulls and dairy cows have been brought into the island from both the United Kingdom and the United States. Much success has been attending the cross-breeding of East Indian stock with Black Angus sires for beef purposes, Devons for work-oxen, and with Holsteins and Jerseys for dairy herds. This cross-breeding has resulted in hardy strains which thrive well in the Jamaican climate. The Honourable H. H. Cousins, Director of Agriculture, Hope Gardens, Kingston, would like to have offerings from Canadian stock breeders, and also from Canadian poultry breeders.

Arms and Explosives.—The United States supply most of the firearms and ammunition which are for sporting purposes. Firearms to the value of some $2,500, and cartridges to the value of over $12,000, were imported in 1919 from the United States.

Ales and Beers.—Importations, 1920: United Kingdom, £66,063; Canada, £883; United States, £16,170. Anheuser-Busch beer used to be very popular, and Canadian beers are now beginning to take its place. English beers are still too expensive to admit of extensive consumption among the native population. Jamaican women are said to be fond of light beers provided they can be retailed at less than sixpence a glass. The best way of shipping beer to Jamaica seems to be in pint bottles, ten dozen to a barrel. Great care must be exercised in packing, in order to keep breakages down to a minimum. Some trouble has been experienced recently with Canadian beers from improper capping. It is difficult to get cork lining for caps which is absolutely non-porous, and the result has been a high percentage of flat bottles in some consignments. It has been suggested that a strong wood pulp be used for caps, instead of cork. By persistent advertising and by keeping up the quality of the beer and the packing, Canadian beers are certain to develop a much larger market in Jamaica.

Bags, Trunks and Valises.—Imports, 1920: United Kingdom, £1,878; Canada, £2,235; United States, £4,368. The trade in high class leather bags is very limited, but there is considerable business in cheap, light coloured, straw suit-cases and valises in all sizes. They should have leather or imitation leather reinforced corners, but they must be cheap. One Canadian line of these goods was selling very well in Kingston.

Baking Powder.—Imports, 1919: United States, £1,777. The "Royal" brand gets this business. To introduce a new powder, large sample tins and advertising matter would have to be left at every house.

Bags and Sacks.—For exporting island produce (duty free), imports, 1920: United Kingdom, £1,415; Canada, £175; United States, £22,041; India, £46,098. Jamaica imports flax, hemp and jute bags for the exportation of her sugar, coffee,

cocoa, cocoanuts, and pimento. Most of these are standard jute bags imported direct from India or through the United States. Up to the present, no part of the world has been able to offer India serious competition in these lines.

Bee-keeping Apparatus.—United States, £2,366. There is no reason why, under the preferential tariff, a Canadian firm interested in this business should not get it.

Brooms and Brushes.—Imports, 1920: United Kingdom, £3,655; Canada, £90; United States, £2,572. Of wall brushes, the brand "Devoe's" is said to be the best seller. A very popular type is a brush 3½ inches in width with a pure bristle 4 inches long for both inside and outside painting. This brush retails for about 16 shillings. A Canadian line of horse and scrubbing brushes is selling very well, and Canadian corn brooms are making good headway. A good Canadian brush manufacturer sending down a representative with a complete line and with authority to spend money on advertising would ultimately get a good share of the wall and paint brush trade. Hand brushes are nearly all of English manufacture, but they are rather high priced. A good, but reasonably priced, hair brush would sell fast.

Buckets and Tubs.—Galvanized buckets and tubs in ordinary Canadian sizes would sell well. Large quantities of these are used by the native women.

Barrows.—Wooden barrows with iron wheels are used throughout the island.

Belting.—A "Duxbak" waterproof belting for machine shops and cane mills has been found to stand up well in this climate. Composition Balata belting, though cheaper, does not do well in Jamaica.

Bricks.—Building bricks are made locally by prison labour. Fire bricks for boilers come from England.

Bicycles and Parts.—Imports, 1920: United Kingdom, £3,941; Canada, £9; United States, £1,284. Bicycles continue to be used a good deal, particularly in Kingston. Jamaicans do not like the American bicycle, and prefer to pay more for an English make. A good Canadian bicycle might be successfully introduced by giving away two or three as prizes in a guessing contest—a game which makes a tremendous appeal to Jamaicans.

Butter.—Duty 2d. per pound. Imports, 1920: United Kingdom, £3,310; Canada, £14,751; United States of America, £15,108. Canadian butter is doing well in Jamaica, but it should have a much larger percentage of the trade. Many importers prefer to buy American butter, even when Canadian butter may be had at slightly lower prices. Complaint is made by some that they have had shipping and other delays in importing Canadian butter that have resulted in deterioration and loss. *The shipping documents must be placed on the vessel carrying the butter* to prevent delays in getting the shipment from the cold storage in the ship to the importer's warehouse. The exporter and shipping company must always work together to ensure that this is done. Jamaicans like Canadian butter, and care should be taken to avoid slack export methods which might prevent it from dominating the Jamaican market. The bulk of the butter comes in 28-pound tins; creamery No. 1, four tins to the case, and in ½-pound tins. Jamaicans like their butter slightly salted.

Butter Substitutes.—Duty 2d. per pound. Imports: United Kingdom, £13,827; United States of America, £14,189. Most of this is oleo and margarine, and is used extensively in rural Jamaica. Canada has not sent a pound of butter substitutes to Jamaica.

Carriages and Parts, Motor Cars and Trucks.—Duty 16⅔ per cent plus 20 per cent surtax. Imports, motor cars, 1920: United Kingdom, £1,651; Canada, £641; United States, £188,488; imports, parts motor cars, 1920: United Kingdom, £2,316; Canada, £4,282; United States, £112,364.

There is scarcely a single heavy or expensive motor car in Jamaica. Gasolene is very expensive (4s. per gallon), and only a car or truck with small petroleum consumption can be sold. Jamaican chauffeurs are poor mechanics and would soon deperciate a fine motor. Jamaican country roads are excellent, but the curves are so sharp and steep that a car on a long wheel base could not negotiate them without backing. Fords, Dodges, Overlands, and Buicks constitute probably 95 per cent of the motor cars on the island. A good business can be done with Jamaican garages in spare parts.

Other Carriages and Parts.—Jamaica spent £31,000 in United States last year on these items. Light and cheap one- and two-horse four-wheeled cabs carry fares anywhere within the limits of Kingston for sixpence, and taxi-cabs cannot begin to compete with them. Horse carriages are imported from the United States, but Canadian manufacturers should be able to make a strong bid for this trade.

Cheese.—Duty 2d. per pound. Imports, 1920: United Kingdom, £413; Canada, £2,021; United States, £12,519 Canadian cheese is not doing well in the Jamaican market. Provision dealers say that they buy American cheddar cheese because it stands up better in the climate. Canadian cheddar is inclined to run too much to oil in the hot weather, of which the writer saw examples in Kingston warehouses, while American cheeses under the same roof did not seem to be affected by the heat. The writer suggests that Canadian exporters send a capable cheese maker down to the British West Indies to study that cheese market, and that a Canadian factory be devoted to cheese-making for the tropics. Jamaica alone is spending from $40,000 to $60,000 annually on American cheese that would be spent in Canada, if a little trouble were taken to make cheese suitable for the tropics.

Corn Starch.—A good deal of English corn starch is used in Jamaica. The English variety is now cheaper than American and is of better quality. It comes in 2, 4, 8 and 16-ounce cardboard boxes.

Cocoa (Prepared).—Imports, 1920: United Kingdom, £1,549; Canada, £57; United States of America, £2,166. English cocoa, especially Fry's, is coming back strong, and this year will probably see more English than American cocoa imported.

Corn.—Duty 4d. per bushel. Importations, 1920: United States, £34,996. Corn is imported into Jamaica entirely from the United States, largely for grinding into corn meal.

Corn Meal.—Duty 2s. per 190 pounds. Imports, 1920: United States, £182,961. Jamaican importers do not consider that there is any great possibility of Canadian corn meal competing in price with American. According to Canadian statistics, however, for the fiscal year ending March 31, 1920, 3,625 barrels of Canadian corn meal were exported to Jamaica. Corn meal constitutes a staple food in Jamaica and will always be consumed in large quantities.

Confectionery and Biscuits.—Imports, 1920: United Kingdom, £27,802; Canada, £3,031; United States, £12,761. The feature of last year's business in this line was the very large increase with the United Kingdom. In 1919, over 70 per cent of Jamaica's biscuits and confectionery came from the United States, but in 1920, about 65 per cent of the total came from the United Kingdom. Canada's share, although small, trebled in value as compared with the previous year. In confectionery, a considerable trade is done in mixed candies in 10-pound pails or tins. These are retailed largely in the country stores in two-penny lots. The market for fancy chocolates is small. Kingston boasts a fine factory that produces biscuits of first-rate quality and which even exports soda biscuits. Canadian manufacturers could get much more of the fancy biscuit trade if they went after it seriously.

Cordage and Twine.—Imports, 1920: United Kingdom, £15,170; Canada, £3,131; United States, £10,098. This is another trade that is now being transferred back to the United Kingdom. Considerable quantities of cordage are imported by ship chandlers in Kingston.

Cement.—Duty 1s. per barrel. Imports, 1920: United Kingdom, £18,655; Canada, £22,177; United States, £42,487. In addition, Canadian cement to the value of £4,350 was imported by the Public Works Department of the Jamaican Government. This total of over £26,000 compares with a value of only £3,128 for importations in 1919, more than an eight-fold increase. Canadian cement is solidly in the Jamaica market and is giving satisfaction.

China and Earthenware.—Imports, 1920: United Kingdom, £27,947; Canada, £163; United States, £10,737. In 1920, this ware was imported to the value of over £40,000 as compared with £7,500 in 1919. The Jamaican people took advantage of high wages in 1920 to buy china—chiefly English stuff of good quality. The staple market is, however, for coarse, cheap, but attractively-coloured ware.

Coal (free).—Imports, 1919: United States, 34,150 tons. Half of this total was purchased for the Government railways. Jamaica would gladly buy her coal from Canada if Canadian shippers could meet American prices.

Cotton Goods.—In 1919, Jamaica imported cotton goods to the value of about £900,000, over 85 per cent of which came from the United States. Over 90 per cent of the total came in low-priced staple piece goods, £33,000 in hosiery, and £6,000 in ribbons. Many of the recent American shipments to Jamaica have been job lots picked up at low prices in New York. Jamaican dry goods merchants have wisely followed a "hand-to-mouth" buying policy, and as a result their stocks are kept quite low. Any Canadian cotton goods manufacturer would have to shave his prices very fine to be able to keep in the Jamaican market. If Canada is ever to develop an export cotton goods trade, she should be able to do something in Jamaica. Why should not the Canadian manufacturer send a traveller down with a complete line of cotton piece goods?

Chemicals, Drugs and Medicines.—Imports, 1920: United Kingdom, £28,490; Canada, £5,631; United States, £116,064. A large business is done in patent medicines for coughs, croup, anaemia, stomach and intestinal disorders, headaches, etc., and in liniments. The rural Jamaican possesses a native faith in miraculous healing, and by extensive advertising and distribution of free samples, a new medicine is certain to develop rapidly increasing sales up to a certain point. Canadian patent medicines have just as good a market in Jamaica as American. In fact, the bulk of Canadian business in these lines is represented by a single liniment which, through persistent advertising, has become a household word in Jamaica. In disinfectants, "Jeyes" fluid is used universally throughout the island. A cheaper chemical, if effective, would have a good market.

Calcium Carbide is now being used a little more extensively in the country. Advertising as to its uses would extend sales. Washing soda in 375-pound barrels and caustic soda in fifty-pound drums are imported.

Electrical Apparatus (duty free).—Imports 1,920: United Kingdom, £9,857; Canada, £902; United States, £60,742. It is improbable that at present Canada can compete to any great extent with American plants.

FISH

Importations in 1920

Items	U.K.	Canada	U.S.A.	Duty
Alewives..	......	£19,198	£ 646	4s. per brl. 100 lbs.
Fish, canned..	£55,490	10,539	44,052	16⅔ per cent.
Fish, dried and salted...	44	195,189	13,450	3s. 6d. per barrel.
Herrings, pickled..	......	84,698	742	4s. 0d. per barrel.
Herrings, smoked..	204	1,330	790	4s. 0d. per barrel.
Mackerel..	......	76,677	3,039	4s. 0d. per barrel.
Salmon, pickled..	......	1,998	554	10s. 6d. per brl. 200 lbs.
Total..	£55,737	£389,629	£63,273	

Cod.—Jamaica is a fish-eating island, where the mainstay of the food of the inhabitants are codfish and ackee (a local vegetable), rice and peas. An increasing proportion of the cod now coming into Jamaica is said to be pollock. Although pollock is a scaled fish, its flavour is much like cod and is sold as such, but at lower prices than cod. Cod has been entering the island in spruce drums of 448 pounds. But there is an increasing demand for dried fish in 100-pound spruce boxes, because the smaller rural stores find that in this package there is less liability of the fish going bad. Alewives are used as a "change-off" from a cod diet. They come packed in brine in barrels of 200 pounds. Dried salt fish is graded into three classes,—large (1), medium (2), and small (3).

Canned Fish.—Sardines are said to be first in popular esteem, followed by canned kippered herring, and canned salmon. The sardines imported are largely American and are packed in oil 100 ¼-pound tins to a case. Sardines must be cheap to sell in Jamaica. English kippered herring in tins is in high esteem, and Jamaicans will buy no other. Canned salmon is considered a luxury, and its consumption is much less than the other two species of canned fish.

Footwear.—Imports, 1920: United Kingdom, £32,298; Canada, £1,523; United States, £202,492. American lasts are more popular in Jamaica than English, while English shoes are more expensive than American. All grades of men's and women's shoes are required, but the best business is in the cheaper lines of the most modish styles in blacks and tans. English styles are favoured in white canvas shoes. Under the new preference, Canadian shoes should be able to compete with American makes in Jamaica. The only way to find out is for representatives of Canadian manufacturers to try out the market with a full line of samples. Canadian rubber-soled sport shoes and rubber soles are selling well in Jamaica. They not only give better satisfaction than American, but can be sold at lower prices.

Salmon.—It makes little difference whether salmon is white, pink, or red, but it should be cheap. More Alaska salmon has been imported into Jamaica than British Columbian.

Herring and Mackerel.—Although practically all the pickled herring consumed is shipped from Halifax, much of it is caught off Newfoundland. The Nova Scotian herring is fatter and does not appear to keep so well as the Newfoundland variety. Tinned herring is popular, but does not stand up in the trying climate, so that the Chinese merchants will not handle it. Both mackerel and herring are split and packed in three grades in 200-pound barrels.

To sum up, Canadian exporters supply most of the fish consumed in Jamaica, and this will always be a dried salt fish that is cheap. Canada has no competition here from Norway. The unsatisfactory feature of the Canadian fish trade with Jamaica is that we do not supply the island with much of its requirements in sardines and canned salmon. The United States has this trade largely because British Columbia packers have taken so little interest in this market.

[The concluding part of Mr. Chisholm's report on the Imports of Jamaica will be published in the next number of the *Weekly Bulletin.*]

IMPORTS OF SOUTH AFRICAN GOVERNMENT STORES

Trade Commissioner W. J. Egan

Cape Town, July 18, 1921.—Previous to the year 1913, Canada's direct supply to the South African government stores imports had never reached a higher figure than $30,000 in any one year. A study of their requirements brought home the fact that much better results could be secured if a special effort were made in that direction. This effort resolved itself into first: interviewing the heads of the several Government departments, as well as the stores branches of the several departments, when they were advised as to Canada's position as a source of supply on many of their requirements, and they all expressed a desire to see samples and quotations, promising co-operation where it could be arranged.

The next step was to advise Canadian industries as to the prospects in some leading lines. Mainly as a result of this endeavour and the further work at this end, the direct export value to South African Government stores in the year was to a value of $921,400, followed by an even larger export in 1915. In 1916 and 1917, owing to many restrictions, the values of export direct to Government stores dropped to $363,000 and $106,000 respectively. In the year 1918, Canada's exports increased to $1,431,000, and in the year 1919 the value of export to Government stores was $940,000.

The average annual purchase overseas for South African Government stores is about $20,100,000, but in 1920, as with general imports, the total of Government stores more than doubled in value; the total last year was $41,023,000, and Canada's share of this total was $4,940,100.

There are, of course, many lines of general imports into South Africa, which find their way into South African Government stores by purchase in the Union. Canada's direct supply to South African Government stores last year was on such lines as boiler composition, cement, cable and wire, flour, structural iron and steel, leather, paper, wrapping, locomotives, rolling stock, other railway material, telegraph and telephone materials, and wood and timber unmanufactured.

In these direct imports for Government stores from the United States—and in which Canadian exports should at least share—are such lines as confectionery (fancy), copper bar, ingot and rod, electric batteries secondary, nails other than wire nails, hardware, agricultural implements, mechanics' tools, rubber tyres, iron and steel bar, bolt and rod, iron and steel plate and sheet rolled, boilers, elevators and lifts, machinery manufacturing, mining and other rails, motor cars, wheelbarrows, handles, and three-ply panelling.

Canadian firms in a position to tender for the overseas' requirements of the South African Government should make application to the following South African Government offices, requesting that their names be placed on the approved list of suppliers:—

Sir Edgar Walton, South African High Commissioner, Trafalgar Square, London, England.

Secretary, Railway Tender Board, Pretoria, Transvaal, South Africa.

Chief Railway Storekeeper, South African Railways and Harbours, Johannesburg, Transvaal, South Africa.

Secretary, Union Tender Board, Pretoria, Transvaal, South Africa.

Postmaster General, Post Office Department, Pretoria, Transvaal, South Africa.

With the registration of the name on any given article, they would be given the opportunity of tendering whenever tenders were invited.

When making application for registration on the approved lists, it is essential that full particulars should be submitted as to the firm's ability to supply, and it is very essential to establish by reference, or guarantee, the standing and good repute

of applicant. Give them full information as to your export experience or supply to other Governments, whether Canadian or overseas, and, of course, any data in connection with past contracts of an outstanding character.

Time is often the most important consideration, and representation in England or South Africa, or better still, both, is helpful. All Canadian firms making application for registration should include in the information submitted the names and addresses of their representatives.

In almost every case blue prints when required may be secured from the High Commissioner's office only. However, there has been, and there is now, a strong tendency to arrange a re-organization, so that blue prints may be issued within the Union as well. In the last report by the Railway Commission to the Union Government, they suggest that the time is opportune to make arrangements whereby their blue prints may be secured within the Union as well as in London. There is no doubt that firms selling Government stores of any kind, which are represented in the Union, will, in the future, have a decided advantage over the firm, which is not represented within the Union.

All Canadian firms who make application to be placed on the registered lists should advise this office of the result of the application.

The overseas requirements of the South African Government are purchased through their High Commissioner in London, England, acting, of course, in close co-operation with the several Government departments in the Union, more particularly as regards larger purchases.

The following list will show the leading articles purchased by indent through the High Commissioner for South Africa in London, England, by South African Government departments.

Department of Posts and Telegraphs.—Anvils, badges, batteries and requisites (electric), bolts and nuts, bicycles and accessories, cables (underground, lead covered, armoured), canvas and duck, chemicals, clothing, copper tape, wire, etc., cord and twine, drilling machines, electric supplies, electric wire and cables, embossing machines, engraving machines, galvanometers, gauges (tools), grinding machines and spares, helmets, hats, caps, etc., hydrometers, induction coils, inks, insulators, instruments (electrical, hydrographic, telegraph, telephone), jacks, lampware, lathes, locks and padlocks, machine tools and spares, machinery (electric), motors, spanners, motor cars and spares, vans and vehicles and spares, numbering machines, office supplies and requisites, pillar boxes, poles (telegraph) and fittings, metal, various size bases cast-iron, uppers wrought iron, rings (brass, rubber and tinned iron), scales seals (lead), stamps (brass, rubber, date and postage), stamp-cancelling machines, stamp-selling machines (automatic), stationery, switchboards, telegraphic apparatus, telephone equipment, tools (hand), trucks (hand—store), tyres, waterproof material, wireless apparatus (various), wires (covered, various).

South African Government Railways and Harbours.—Railway and harbour material of every kind, including machines and machinery for constructional shops, foundry and repair shops.

Government Printing and Stationery Office.—Cardboard, embossing machines, inks, machinery (bookbinding, printing), office supplies and requisites, paper of all kinds, printing material (all kinds), stamps (brass, rubber, date, etc.), stationery.

Department of Agriculture and Forestry.—Animals (living), animal foods, beef extract, binoculars, brass (sheet, bar, etc.), cameras, chaff cutters and spares, chemicals, chemistry apparatus, cotton wool, dairy apparatus and equipment, disinfectants, enamelware, fencing material (metal), fertilizers, garden tools, glycerine, incubators and spares, instruments (mensuration, meteorological, microscopical, photographic, surgical, veterinary), labels, laboratory apparatus and equipment, lenses, machinery (dairy, pumping), microscope slides, microtomes, milk testing

apparatus, pens for cattle, photographic requisites, poultry, pumps and spares, rings for fowls, pigeons, etc., seeds (farm, garden, tree, etc.), seed testing apparatus, show cases, specimen bottles, thermometers, vaccine.

Department of Public Works.—Batteries and requisites, brassware (plumbers), cement, electric light fittings, electric supplies, electric wires and cables, fencing material, fire appliances, flags, galvanometers, gas plant, gates, glass windows, hydro extractors, instruments (electrical, veterinary), ladders (steps), lampware, laundry machinery and spares, machinery (cement testing), motor-roller spares, office supplies and requisites, oil-gas plants, pens for cattle, pumps and spares, retorts for gas plants, steam roller spares, steam traps.

Department of Irrigation.—Instruments (hydrographic, levelling, etc., meteorological), machinery (pumping), pumps and spares, retorts (for gas plant), steam roller spares, steam traps.

Department of Defence and Police.—Ammunition and requisites, armourers' tools, arms and spare parts, bedsteads, belts, straps, etc., buckets, camp equipment and furniture, chains, chronometers, clocks, dog cakes, farriers' stores and tools, flags, heliographs, helmets, hats, caps, etc., hospital equipment, instruments (drawing, musical, veterinary), lanterns, medical equipment and stores, motor cars, vans and vehicles and spares, ordnance stores, pistols and revolvers, signalling apparatus, semaphores, etc., targets and materials, telephone equipment, trunchions, tires, uniform cases, wagon builders' spares, water carts, waterproof material, weighing machines, whistles.

Department of Education.—Artists' materials, books (printed), cardboard, educational equipment, furniture (school), gymnastic apparatus, inks, paper, portfolios, school equipment, science apparatus and equipment, stationery.

Department of Interior (Asylums, etc.).—Artificial limbs, astronomical requirements, asylum equipment, bedding and bedsteads, cameras, chemicals, drugs, filters, furniture, hospital, hospital equipment, incubators and spares, induction coils, instruments (optical, surgical, photographic), kitchen utensils, laundry machinery and spares, lenses, mincing machines, overalls, science apparatus and equipment, surgical apparatus and equipment, toilet requisites.

Department of Interior (Public Health).—Chemicals, chemistry apparatus, drugs, glycerine, induction coils, vaccine.

PACKING OF GOODS FOR GERMANY

A notice issued by the East Prussian State Railways advising precautions against pilferage of merchandise on the railways has been forwarded by the British Vice-Consul at Stettin to the *Board of Trade Journal* as of possible interest to United Kingdom firms trading with Germany. The notice states that the precaution of binding packing cases with band-iron is entirely valueless if the cases are so nailed that the nails which fix on the band-iron also hold the boards forming the top, bottom, or sides. Cases so bound, mostly those containing chocolates and footwear, which have arrived at their destination in apparently perfect condition, have proved to be light in weight and on opening to have been robbed. The thefts have been carried out by removing carefully the nails in the lid or bottom and then drawing out one of the boards under the band-iron. This form of pilferage can be obviated if cases be first nailed up ready for sending before the iron bands are nailed on. When fixing the band-iron care should be taken that the ends do not meet at both sides on the same board of the top or bottom, as it would then still be possible, by removing the nails on this one board only, to gain access to the contents.

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

II

Canada's Trade with South Africa

Owing to the very difficult import and export conditions in South Africa which prevail at the moment, and which are likely to continue for some months, it has been thought best not to submit the usual tables, specially arranged for the annual review.

Prices and exchange conditions were of such a nature in 1920 that there would not be the usual value in tabulating, for comparison of trade, the figures of quantity and value in a given number of years from the different sources of supply. Instead, the report this year, while covering commodities imported into the Union on which Canada has shown ability to supply, or on which there is a prospective possibility, will be in the form of review as regards the conditions of import in 1920, the present position, and the possibilities of the near future. As quantity of import, under present conditions of trade, will prove more of a guide than figures of values, the former will be quoted whenever possible rather than the latter.

It may be well to state here that while imports and exports have been for several months, and are now, at a very low ebb, there is some life in evidence and the pulse is often felt to be beating towards a recovery. Recently some orders have been placed for certain lines outside of foodstuffs, and quite a number of inquiries about prospective supplies for the near future have been met with.

Stocks in most lines are still very heavy with the retailers, but there is a considerable reduction in the stocks of jobbers and regular wholesale houses. Many articles are missing from the usual assortment of stock ,but, in a general way, there is no regular replacement. This situation, while bad for the moment both for the overseas exporter and the importer who is endeavouring to liquidate heavy stocks in other articles than the missing ones, will have its beneficial effect when the turn comes and orders are placed in the usual way.

In this report the system established some years ago of reviewing the conditions by grouping kindred lines in separate sections, but not necessarily in alphabetical order, and also in quoting the values in dollars, will be followed.

Foodstuffs

The reaction after, and due to, restrictions of import during the war, together with special efforts on the part of the South African Government to protect the population from a shortage of primary foodstuffs, has had the effect, coupled with high prices, of more than doubling during 1920 the average annual import of food and food products of any one year since 1910. The total value of import of foodstuffs last year was $63,858,550. Of this, in general merchandise import, Canada's share was $3,659,230 and the Government stores' figure, which included the special flour purchase, was $4,686,270, making a total of $8,345,500. Canada's increased import, in lines other than the Government purchase, will be in evidence under the separate headings which follow.

The total imports of foodstuffs from British Empire sources of supply in 1920 reached $35,414,600, and foreign countries totalled $28,443,950. Of the first-mentioned amount Australia secured the largest share, her total being $14,045,580. the United Kingdom coming second with $10,408,330, and India increased her previous figures very substantially, recording a value of $4,883,430.

The United States made a very large increase under this heading, the total being $7,492,650; the Argentine following with $7,750,940; and Brazil next with a total of $5,280,440. Other countries shipping over one million dollars' worth of foodstuffs were France to a value of $1,333,350, and Holland totalling $1,039,700.

The greatest pro rata advance in foodstuffs during 1920 was made by Canada, whose total for 1919 only reached the sum of $237,550; the largest increase in volume was, however, obtained by Australia, which advanced its total nearly $9,000,000 over 1919 figures.

FLOUR

In *Weekly Bulletin* No. 890, dated February 21, 1921, a report from this office was published showing the widespread knowledge of Canadian flour which now exists in South Africa as a result of the forced sale of the recent Government purchase. The opinion expressed on that occasion is now being fully confirmed, inquiries for wheat and flour for future delivery being received frequently and from numerous sources.

On account of the heavy stocks in hand throughout the country, and the offer of flour from Australia at a much lower price than was being secured on the home market, the Union Government recently placed an embargo on the importation of flour, to be in effect until June 30. It is scarcely possible that this will be renewed in the near future, owing to the fact that wheat prospects within the Union are not very promising.

One point seems certain, and that is that immediately the import situation again approaches normal there will be a more pronounced demand for Canadian flour than in the past. The trade itself appears to have had it brought home to them that it pays to secure the high-quality Canadian product rather than other qualities so freely imported in the past.

The average annual import of flour into South Africa is about 125,000,000 pounds, and the use of wheaten flour is becoming more general among the native population. It is true that the annual returns will be affected by the growth of the South African crop, but it will be many years before the prophesy made to the Royal Commission, that South Africa would not need to import flour in a few years' time, can be realized.

The total amount of flour imported into the Union from all sources during the year under review was 197,892,035 pounds. Canada's share of this quantity, under the heading of "general imports," was 29,592,426 pounds. This, added to the Government purchase of 53,699,800 pounds, gives a total from the Dominion of 83,292,226 pounds.

Within the Empire, Australia secured the greater portion of the total import, the quantity shipped from the Commonwealth being 100,737,281 pounds. Of foreign countries, the United States is credited with 10,977,764 pounds, the Argentine coming next with 1,899,423 pounds. Some idea of the pessimistic outlook last year regarding purchases from regular sources of supply may be gathered from the fact that, early in the year, flour orders were placed with China, which shipped a total of 719,620 pounds, and Hong Kong, from which 253,033 pounds was imported. Owing to restricted shipping conditions from the West during 1917, Japan was able to record a total shipment to South Africa of 1,134,560 pounds in that year. During 1920, however, only 5,464 pounds is credited to this source.

It should be mentioned that although the special Government purchase of flour from Canada was shipped in heavy jute bags in weights averaging 140 pounds, it is advisable that shipments to the every-day importer should continue on the old system of 98 and 196-pound bags.

In regard to the volume of future trade, it may be taken for granted that unless extraordinary drought conditions occur in any one year, the average annual import of flour will never be as large as the 1920 figures, as there is a considerable growth

in wheat acreage within the Union. On the other hand, with a larger proportion of the native population taking to its use, the total imports should continue to be large for some years to come.

Canadian exporters should keep constantly in view the fact that Australia, with a cheaper wheat and flour, is their strong competitor, and the mere quotation of prices is not sufficient to secure business. Agents should be kept continually posted with data which will show the extra value of the Canadian product, from either a blending or loaf-producing point of view.

WHEAT

As in the case of flour, the total imports of wheat into the Union of South Africa last year were beyond any figures recorded since 1910, the amount being 239,358,363 pounds. Of this quantity Canada shipped only 728,000 pounds, the United States being responsible for 34,865,186 pounds. The largest share of the total import fell to the Argentine with 131,797,975 pounds, and was arranged for early in the year, before the purchase of Canadian flour was agreed upon, a guarantee being given to the millers that they would be protected against any drop in the world-price of wheat. Australia's shipments reached 71,089,220 pounds.

While it is true that, on the average, Australia secures almost the whole of South Africa's trade with the Empire, in wheat, there would seem to be no good reason why large quantities of Canadian wheat should not be shipped direct to this country. Canadian wheat exporters have never yet adequately responded to the suggestion that they should have agents canvassing the millers throughout South Africa, yet Australia, which has a much lower-priced wheat for this market, has a large number of brokers offering Australian wheat to the trade. It is felt that, from the many demands made by reliable commission houses, Canada could increase its export of wheat very materially, if selling arrangements were made on this side.

China entered the South African market in wheat supply during 1920, for the first time, shipping 877,650 pounds.

OATMEAL

The total quantity of oatmeal imported, during 1920, was 3,772,991 pounds, which is just about one-half the average annual pre-war import. Of the amount mentioned, Canada's share was 1,816,860, this being about equal to the annual average prewar import from the Dominion, and showing an appreciation of the quality of this particular Canadian foodstuff. Unfortunately there have been a number of very bitter complaints in reference to Canadian exporters insisting, at least for a time, in payment for shipments in New York funds. While there may be some reason for this demand on the part of certain Canadian manufacturers whose raw materials are wholly drawn from the United States, it is quite beyond understanding why such a course should be indulged in by an industry which secures everything—oats, and paper, etc., for packing—from Canadian sources of supply. The impression held by overseas importers that Canadian exporters are taking advantage of the exchange situation to secure larger profits, may not be a tenable one, but instances such as the one mentioned help distinctly to encourage the belief.

The United States export of oatmeal to the Union in 1920 was 324,114 pounds. This was slightly less than the previous year, but well above the annual average for some years past, except in 1917 when, owing to the destruction of a Canadian mill, there was a very small shipment from Canada.

United Kingdom shipments during 1920 totalled 1,444,883 pounds, which is very much below the prewar average. During the war period, Australia made average annual shipments of 200,000 pounds, but last year fell back to a total of 185,000.

A small shipment of 8,153 pounds of oatmeal was also imported from Canada by the Southwest African Protectorate.

In oatmeal breakfast foods, the overseas exporter has considerable opposition from brands produced within the Union. The methods employed in regard to the latter are to quote the wholesale distributor just a shade under import prices.

OTHER CEREALS

This heading includes all cereals other than oatmeal, Force, or Cream of Wheat. While the demand is growing gradually, the volume of trade will never reach large proportions. Of a total of 573,536 pounds imported during the year the United Kingdom shipped 367,765 pounds and the United States 201,553 pounds, both being in advance of the previous year's totals. Very small shipments were made by France, Japan, Australia, New Zealand, and Canada, the Dominion having sent over sample consignments from time to time without reaching any volume of business in one year.

BISCUITS

Of a total of 248,812 pounds of biscuits imported during 1920, more than one-half was shipped by the United Kingdom with 147,250 pounds. With the exception of 1917 and 1918, however, this is by far the smallest total recorded for many years. Hitherto the United Kingdom always held the bulk of the trade. The United States total, while double that of the previous year, only reached 54,183 pounds, as against 196,142 pounds in 1916. The 1920 total, however, represents a fair proportion of last year's business.

The total figures of trade for last year reached only one-eighth of the average prewar total, and, while it is true that the biscuit manufacturing industry of South Africa has made great progress, there are undoubtedly much greater import possibilities than the 1920 figures show.

Australia has made considerable advances since 1916, increasing from 504 pounds in that year to 29,292 pounds last year. Belgium and France have also made some headway.

Although, as mentioned in previous reports, an endeavour was made by one Canadian biscuit house, which did not bring any real results, there would seem to be no question of the fact that Canada should secure at least as much of this trade as United States shippers, if Dominion manufacturers are prepared to compete.

VERMICELLI AND MACARONI

This item first appeared as a separate customs entry in 1916, when there was a total import of 164,759 pounds. The annual import has since declined, last year's total only reaching 25,653 pounds. From the advance made in the industry in South Africa, which may not, however, be wholly self-sustaining, it is not considered possible that the imports of these products will ever reach a substantial figure. Australia was in evidence last year for the first time, shipping 9,840 pounds. Italy and France held the greater proportion of this trade in the past, but secured a very small share in 1920. Under normal European conditions these two sources of supply will undoubtedly be the chief competitors which oversea exporters will have to contend with.

MALT

The total quantity of malt imported into South Africa last year was 6,455,097 pounds, the nearest approach to prewar figures since 1916. Canada shared to a small extent in this trade, shipping 112,000 pounds. The United Kingdom, which formerly exported over 8,000,000 pounds, only succeeded in shipping 1,431,943 pounds during 1920. Australia increased its total from 211,388 pounds in 1917 to 4,911,154 pounds last year, taking first place in value of malt imports. The United States during four years of the war period shipped substantial quantities of malt to South Africa, but was not in evidence last year.

This office has made a considerable effort, in co-operation with Canadian exporters, to develop a larger trade in malt, but has always found that, with but few exceptions, both Australia and the United Kingdom are able to quote lower prices.

A pleasing item is seen in the import returns for the Protectorate of Southwest Africa, as 127,600 pounds of malt is there credited to Canada.

BAKING POWDER

While there have been quite a few efforts towards development in the manufacture of baking powder within the Union, the imports are still, on an average, just as large as those of previous years. Last year's total was 835,312 pounds. The bulk of this trade has always been held by United States manufacturers, who not only advertise their product extensively throughout the Union, but also keep a personal representative travelling through all the chief centres, visiting retail stores. They do this not so much for the purpose of securing orders as to notify wholesalers and jobbers where their particular line is not in evidence. The United Kingdom holds second place in this trade, and while Canada shipped last year 274 pounds, Australia came on the market for the first time with 478 pounds.

There can be no question that if Canadian manufacturers are prepared to make their endeavour along the same lines as American manufacturers, their brands would find a worth-while market.

BUTTER

The Union's total butter import for 1920 reached the comparatively small figure of 621,920 pounds, and while it may be confidently expected that this figure will be increased under normal conditions, it will never return to the prewar annual average of 4,000,000 pounds. This is due to extensive developments in the dairying industry throughout the Union. Prior to 1915 the great bulk of the trade was held by Australia, with New Zealand in second place. Last year Holland resumed export and secured about three times her previous best annual shipments, the total being 220,361 pounds. Some idea of the growth of the Southwest African Protectorate as a dairying country is shown by the fact that since the Armistice Union purchases have been, in 1919, 58,804 pounds, and in 1920, 160,599 pounds. Since the opening of the war, Argentine exporters have also made fair shipments. Last year their total was 74,598 pounds.

As butter always secures a fairly high price in this country, and as the shipping arrangements to South Africa made by the Canadian Government include cold-storage accommodation, Dominion exporters should secure a share of this trade if adequate efforts are made. The fact that Canada shipped 105,500 pounds of butter to South Africa in 1915, when prices and freights were below the 1920 level, should indicate certain possibilities in this market for the Canadian product.

MARGARINE

Margarine appears as an import for the first time during 1919, when 97,525 pounds were recorded. This amount grew during 1920 to a total of 1,335,344 pounds. The United Kingdom and Australia secured the larger portion of this trade, the former shipping last year 632,744 pounds, and the latter 537,305 pounds. During 1920, Holland also came into the market, with a total shipment of 162,035 pounds. The United States is credited with 2,500 pounds, as against 65 pounds in 1919.

CHEESE

The average prewar annual imports of cheese amounted to well over 2,000,000 pounds, and as in the case of butter, cheese manufactured within the Union has both increased and improved. Future imports are not likely to be nearly as extensive. Last year's total import reached 1,199,988 pounds, of which quantity Canada shipped

74,136 pounds. Holland, which in prewar years held the bulk of the trade, shipped last year 374,883 pounds. Australia came in for the first time in 1920 with 701,877 pounds. New Zealand, which formerly averaged 250,000 pounds, secured only 2,088 pounds.

There can be no question as to the popularity of Canadian cheddar in the larger centres, and the Dominion should hold a good proportion of whatever import trade there is in this line. More trade could be secured and held, however, if arrangements were made to offer the Canadian product on this market. The total import from Canada has been left solely to importers here, to order if they feel inclined. Australia has set an example by having agents offering their cheese. If some co-operative or other sales plan could be arranged by manufacturers or shippers in the Dominion, it would certainly keep Canada in better evidence so far as export to the Union is concerned.

COCOA AND CHOCOLATE—UNSWEETENED

This item was first made a separate Customs entry in 1916, and, while the total quantity imported during 1920 exceeded that and the two following years, it dropped considerably below the 1919 figures. Of 653,952 pounds imported last year, Canada only succeeded in shipping 720 pounds—a tremendous drop from 56,880 pounds in 1918 and 29,160 pounds in 1919. The United Kingdom and Holland have always held the bulk of the trade. Australia, which came into the market with 5,992 pounds of the above-mentioned product in 1918, trebled that quantity in 1919, and last year shipped 8,433 pounds.

CONFECTIONERY

The total quantity of confectionery imported into South Africa last year was 3,926,192 pounds, and it may be taken for granted that, outside of certain bottled sweets, the greater portion of this amount was for chocolates of all kinds. Chocolate manufacturing is another industry which has made considerable headway within the Union, and while it is just possible that the total imports will never again be as large as prewar figures, a big demand will always be in evidence. Due to a real effort on the part of one leading Canadian manufacturer, Canada's trade in this line has increased very substantially. Prior to 1915 the annual total never averaged more than 350 pounds, whereas in 1918 it reached 3,000 pounds, rose to 43,334 pounds in 1919, and increased last year to 94,866 pounds.

United States manufacturers have increased their trade in this export line from 92,415 pounds in 1914 to 564,377 pounds in 1920. This is due to the fact that they not only have selling representatives, but are consigning big stocks to them, from which deliveries are made to jobbers and retailers when required. The United Kingdom, which has always held the bulk of this trade, shipped 2,753,307 pounds last year. Switzerland has again come into the market, and increased in 1920 her substantial pre-war figures. Swiss manufacturers confine themselves almost solely to bar and packet trade, and to milk-chocolate lines. Prior to 1914, Germany had secured a fair portion of the trade, principally on one brand, and this is again being imported in a small way. A remarkable growth in trade under this item is credited to Australia, which first shipped 12,844 pounds in 1918, increased this amount to 60,449 in 1919, and last year reached a total of 133,863 pounds. The Australian import is, however, chiefly in boiled sweets, no competition being noticeable in chocolate lines.

CONFECTIONERY REQUISITES

The import under this heading has multiplied 900 per cent since 1914, and last year goods to a value of $434,580 were brought in. Small shipments from Canada are recorded in 1915 and 1916. The United Kingdom holds the largest portion of the trade, but substantial shipments are also in evidence from Ceylon, India, Japan and

the United States, in the order named. Belgium again came into the market with a fair shipment in 1920, while France, Holland, and the Argentine are also represented by small amounts.

GLUCOSE

Last year's total imports of glucose are larger than any since 1910. Since that year the trade has gradually grown, and last year's import represents an increase of 50 per cent over the 1910 total. This trade is at present in the hands of United States shippers, who last year handled 3,100,936 pounds out of a total of 3,139,395 pounds.

Australia has made an effort to secure a portion of the trade since 1917. In that year 132,861 pounds were shipped, but that amount was reduced last year to 32,604 pounds. The United Kingdom has always been represented in the yearly totals for glucose, but the amount has appreciably declined in recent years. Canada made no shipments during 1920, but has shared in the trade to a small extent at intervals since 1910. There is a constant demand for glucose from Canada. Trade inquiries during recent years amply evidence this fact. If Canadian exporters are prepared to quote in competition with United States shippers, and will send full particulars and prices of their product to this office, every effort will be made to link them up with importers.

JAMS AND JELLIES

For the first time since 1914, the total import under this heading has approached the prewar average, although it did not reach the totals of 1910 and 1911. There is no doubt that the domestic jam-making industry is showing, and will continue to show, the effect of decreasing imports, although for many years to come there will always be a definite market in the Union for import varieties. Better packing methods and a certain publicity in regard to sales which have been effected overseas have also given impetus to the home sales of South African jams. Many efforts have been made to introduce Canadian jams and jellies here, but, in competition with the United Kingdom and Australia, the offers made were too high priced.

The total quantity of jams and jellies imported into the Union during 1920 was 2,034,458 pounds, of which the United Kingdom supplied 131,593 pounds and Australia 1,870,895 pounds. The latter was far ahead of the Commonwealth's best prewar average. Belgium came into the market for the first time last year, shipping 27,297 pounds, while the United States increased its average total to 3,409 pounds.

JELLY AND CUSTARD POWDERS

The import under this heading continued normal during 1920, when 562,437 pounds were recorded as the Union total. Of this the larger share continues in the hands of United Kingdom shippers, the total being 509,330 pounds. Australia takes second place with 48,279 pounds, a large decrease on the two previous years. The United States, shipping 4,602 pounds, slightly increased its previous average. Canada did not share in the trade during 1920. Shipments of 17,559 pounds and 31,365 pounds, during 1918 and 1919, represent an effort on the part of a British company, who also manufacture in Canada, and who at that time could not ship from the English plant.

EGGS—LIQUID OR CRYSTALLIZED

Some 134,684 pounds of liquid eggs were imported into the Union during 1920. Denmark was the chief source of supply, with 104,896 pounds, although it is only her second year on the market. China, which formerly held the bulk of the trade, only succeeded in shipping 7,234 pounds last year. The United Kingdom, whose

shipments of this product have been spasmodic, is credited with 22,496 pounds during 1920. Holland, Russia, the United States, and Canada have made solitary shipments during recent years, the Dominion having 10,000 pounds recorded in 1918. There would appear to be no continuity of supply from any one country, and as there will always be a certain market here owing to the fact that eggs maintain high prices, the product in question is one about which this office would be glad to hear from Canadian exporters, and the selling of which could be placed in good hands for them.

PRESERVED FISH

The Union's total import of preserved fish during 1920 reached the large amount of 12,880,249 pounds. The heaviest import of any previous year was 8,000,000 pounds, and the average annual amount was 6,000,000 pounds. Canada shared to a substantial degree in the trade, reaching her previous best record with 1,157,551 pounds; the United States more than doubled her 1919 figures, shipping 3,427,813 pounds; while the United Kingdom, which in 1919 only shipped 885,322 pounds, reached a total of 4,446,562 pounds. Norway, which is now offering strong competition in a number of lines, brought up her 1919 total of 414,860 pounds to 2,504,327 pounds in 1920. Portugal has held a steady position in this market for some years past, and last year again reached her pre-war average with 843,130 pounds. France, Spain, and Japan, in the order named, continue to share in smaller degree. Germany and Belgium which formerly shipped in fair quantities, are not yet attempting to recover their position.

At present stocks of preserved fish are very heavy, and offers are continuous from all sources of supply. The Canadian product has however established itself here in a very strong way, principally owing to the energetic representation, not only of salmon exporters, but also of exporter of haddock, herring, sardines, and other varieties. There can be no question as to the future of Canadian trade under this heading if Dominion exporters will remember that they are now competing with a world-wide market of supply. It may be of interest to Canadian packers and exporters to know that many Norwegian canneries are grouping together and organizing world-wide sales campaigns. Such campaigns include better facilities regarding settlements than are being offered by British, American, or Canadian houses, and "consignment stocks" have frequently been intimated. The export sales managers of three or four such groups have visited South Africa within recent months.

A small shipment of preserved fish from Canada is also recorded under the South West Africa Protectorate import returns. In dried and cured fish the Union imports for last year totalled 2,808,272 pounds, of which 2,026,167 were shipped from the United Kingdom. Both in regard to the total quantity and to the United Kingdom's share, these figures do not yet approach the average pre-war totals. With the exception that France has not shipped since 1915, the sources of supply have remained the same for some years, Holland, India and Norway following the United Kingdom as the chief countries interested. Efforts have been made by Canadian exporters year by year, but do not appear to have resulted in any definite trade. The 1920 import total was only 701 pounds. Trade inquiries from two sources recently went forward in regard to fish products under this heading.

Fresh and frozen fish imports show a total of 3,258 pounds in the year under review, the amount being divided between Canada, with 1,693 pounds, and the United Kingdom, with 1,565 pounds. It is not possible that the total under this heading will largely increase in the near future.

[The third section of this report, which will be published in the next number of the *Weekly Bulletin,* will deal with other lines of foodstuffs such as: condensed milk, cocoa, chocolate, lard, bacon and ham, meats, pickles, sausages, sauces, salt, syrup, and whisky.]

JAPANESE SHIPPING

Trade Commissioner A. E. Bryan

Yokohama, June 15, 1921.—As in most other countries, Japanese shipowners have been having great difficulty in keeping their ships occupied during the present trade depression.

According to figures given out by the Department of Communications, nearly 8 per cent of Japan's mercantile marine was tied up for want of cargo at the end of April. The tied-up ships numbered 135, and aggregated 242,770 gross tons out of the total of 3,150,000 tons.

At the end of May there was in commission a total of 792 Japanese vessels of not less than 1,000 tons each, totalling 2,699,464 tons. These figures show an increase of 3 ships and 3,800 tons over the April figures.

The Nippon Yusen Kaisha, owning 512,504 gross tons, is the largest steamship company in Japan and is closely followed by the Osaka Shosen Kaisha (406,557 tons), Kokusai Kisen Kaisha (318,031 tons), and the Toyo Kisen Kaisha (106,515 tons).

SHIPBUILDING YARDS DEPRESSED

The position in the shipbuilding yards of Japan has become very difficult. In the year 1919 this industry reached a very prosperous stage, but since then it has been gradually declining. At its best there were 45 shipyards in full operation, but now there are only 17, and these are so hard up for contracts that they find it necessary to undertake the manufacture of auxiliary lines in order to keep their yards open at all. Such articles as bridge material, aeroplane construction, electrical machinery and railway material are being taken up by the larger yards, while the other ones are going in for making of various iron and steel goods, tin cans, and general ship repair work.

Where possible, the yards are building ships on speculation with the materials they happen to have on hand, in order to keep their men employed. Thus 77 per cent of the ships at present under construction are for account of the yards themselves. Altogether there are supposed to be 47 ships under construction or in contemplation at the present time.

The construction of five ships, totalling 17,450 tons, has been abandoned. It is not known whether all the other ships will be completed as planned or not. Even those ships actually under construction are being hampered by labour disputes, so that the work is very slow.

NAVAL DEPARTMENT TO THE RESCUE

Owing to the great lack of orders from private sources, the Government has decided to give out contracts to the various private yards having the necessary facilities for the building of warships, and this has, to a great extent, relieved the larger yards, although it has done nothing to lighten the difficulties now experienced by the smaller shipbuilding companies who are not able to construct naval ships.

For some time past the Provisional Economic and Financial Investigation Commission has been considering how best to put the shipbuilding industry of Japan on its feet. As already reported in *Weekly Bulletin* No. 899, it recommended and had passed through the House, the law for the abolition of all import duties on raw materials used in the construction of ships and imported from abroad.

On an average for the last fifteen years the tonnage of Japan's mercantile marine has increased 6·8 per cent a year, and figuring it out on this basis the Department of Communications estimate that the country's ships will, by 1939, increase to a total of 5,831,000 tons. Up until the end of the year 1919 there was said to be a

total Japanese tonnage of 3,005,550 gross tons, or in all 3,040 vessels, as compared with 2,331 vessels of 1,853,425 tons at the end of 1914. This comparison reveals a great growth in five years, but it is felt by the authorities that the industry will fall away, if no special provisions are made for its help.

The recommendation of the Provisional Economic and Financial Investigation Commission for the abolition of the import duties on shipbuilding materials, embodied in a bill introduced by the Government, was passed by the last session of the Diet, and it is understood that the authorities will encourage the construction of merchantmen. During the war the shipyards in this country almost entirely devoted themselves to freighters, but hereafter greater attention will be paid to passenger ships.

PRESENT PRICES

Shipbuilding yards at present can only about meet expenses when building at yen 200 per ton, but against this the general quotation of new tonnage is only between yen 100 and yen 160 for large sized ships, yen 90 to yen 140 for middle sized ships, and yen 80 to yen 130 for small ships. The reason small ships are comparatively high as compared with large ships is because there is more demand for them just now.

NEW SHIPBUILDING LAW NOW IN EFFECT

On June 1921 the new regulations for the operation of the law providing for the abolition of the import duties on shipbuilding materials were published in the Official Gazette and came into effect. The articles to be exempted from import duty are iron and steel materials; new inventions; special articles for fitting up vessels which it is difficult to manufacture in Japan and parts of such articles; engines and parts of engines; all to be used for the construction or repairing of iron and steel vessels. It is also proposed to grant an encouragement subsidy when vessels are built with materials produced at home, and this proposal is now the subject of investigation among the authorities of the Finance Department and of the Department of Communications. In the prosperous stages of Japan's shipbuilding, she imported about 350,000 tons of ship material from abroad per year, but now—judging from the present conditions—the new tonnage required will not amount to more than 50,000 tons this year, so that the full effect of these new regulations will not be felt until the yearly tonnage construction increases to its 1919 record.

A local committee of Lloyd's Register was recently formed, as well as a permanent organization of the shipping interest. It is probable that a shipping exchange will be established shortly, and that a load-line law will be enacted.

The Department of Communications intend to spend some yen 7,269,300 on marine development work and shipping subsidies this year, which is a decrease of yen 1,290,000 over last year's accounts. The sum of yen 110,000 has been appropriated to commence work on a shipping laboratory.

On June 20, 1921, the Uchida shipyard of Yokohama closed down and 1,244 employees were dismissed. The yard has been taken over by the Osaka Iron Works, but it is supposed that the yard will remain closed until the present shipbuilding depression is over.

CONSTRUCTION BY REINFORCED CONCRETE IN INDIA

The most remarkable feature of recent building construction in India has been the greatly increased use of reinforced concrete, which by its rapidity of construction, economy, and fire-proofness is displacing older methods says the *Manchester Guardian Commercial.* Concrete firms have naturally experienced the greatest difficulty in obtaining competent foremen and staffs, but in most cases these difficulties seem to have been satisfactorily overcome.

TRADE CONDITIONS IN ARGENTINA

Trade Commissioner B. S. Webb

Buenos Aires, July 25, 1921.—The feature of the past month's trading has been the exceptionally heavy liquidation of local stocks. A bank manager estimates that during recent months more than $30,000,000 worth of merchandise, mostly soft goods, has been sold off by public auction for account of over-stocked importers at an average loss of 30 per cent. The quantity of rejected American goods lying in the customs warehouse has not been substantially reduced. This question has been seriously occupying the attention of the local American Chamber of Commerce, several schemes having been discussed, having for their object the liquidation of the goods and the protection of the exporters' interests, but so far as can be ascertained, nothing definite has yet been decided upon. Judging from the appearance of the shopping streets in Buenos Aires, it would seem as though a consumers' strike was in progress. Dry goods stores, almost without exception, are liquidating, the reductions advertised ranging from 30 to 50 per cent.

The Government have advised Congress of their intention not to permit the opening of the Caja de Conversion nor to allow the export of gold, and the depreciation of the Argentine peso abroad continues; its purchasing power in the New York market to-day is less than 60 cents. Sight drafts on New York are quoted at 156 (par 103), and on Montreal 138; at this rate of exchange business with Canada and United States in most commodities is almost impossible.

German and Belgian goods are being freely offered, in sterling, at extraordinarily low prices. In iron and steel, hardware, brass fittings, etc., their prices, on an average, are now more than 25 per cent below English and American prices. German goods are being carried from Antwerp to Buenos Aires at 40 Belgian francs per ton; other rates charged are 200 marks and 17s. Present indications are that the representatives of German manufacturers are going to obtain the small amount of new business available.

THE COMMERCIAL CRISIS IN BUENOS AIRES

Transmitted by Trade Commissioner B. S. Webb

Under date July 21, 1921, the Trade Commissioner at Buenos Aires advises that a meeting was held last April of the committee appointed by the Argentine Confederation of Commerce, Industry, and Production to report on the commercial situation and the stagnation of the export trade, when it was decided to invite the co-operation of bank managers and additional representatives of commerce and industry, as it was proposed to distribute the work among several sub-committees, who would be asked to report on the exchange problem and the exportation of grain, hides, wool, and other products.

The committees initiated their investigations independently, and a brief summary of their findings, as approved and contained in the committee's report, is appended hereto:—

Cereals.—As prices are at present remunerative, the committee is of opinion that holders of cereals ought not to hinder or delay their sale. Furthermore, the Government ought to consider the desirability of reducing or suppressing export duties on cereals.

Live Stock.—It is absolutely necessary to ensure by all possible means that cattle farmers shall be able to hold out whilst the large stocks of meat existing in Europe are being liquidated. The live stock industry requires that efforts should be made to obtain new foreign markets and at the same time to suppress the tariff barriers

created by the Emergency Laws in the United States. The committee thinks that one of the most practical means of assisting the live stock industry to-day would be to obtain for it more liberal terms of credit from bankers and others.

Wool and Hides.—The depreciation of these articles, and particularly of wool, could be combated by getting into more direct and permanent touch with the consuming markets and by a more adequate use of credit.

Gold and Exchange.—The special committee does not consider it necessary to open the "Caja de Conversion," and only as a very last resource ought the possibility of permitting the exportation of the gold in the country, other than in the "Caja de Conversion," to be considered. For the "Caja" to resume its operations (in the same manner as before the war would be foolish. On the other hand, it might be possible later on to permit restricted operations, always provided that they were controlled by the "Banco de la Nacion."

REDUCTIONS IN PRICES OF FARM IMPLEMENTS IN GREAT BRITAIN

Principally with a view to combating foreign competition, British makers of agricultural machinery have adopted new scales of prices, says the *Times Trade Supplement.* Drastic "cuts" have been made in many cases.

Certain farm tractors are £50 to £60 cheaper than they were in the spring, and others formerly offered at £350 to £400 are now obtainable at well under £300. Ploughs, harrows, and cultivators for horse and tractor use have been reduced 15 per cent; food-preparing machinery, such as chaff-cutters, root graters and pulpers, corn kibbling and grinding mills, etc., are also down 15 per cent, and harvesters are quoted £10 per machine cheaper. Farm engines are another line which show a downward price tendency, and the larger size threshers are quoted at lower figures, possibly owing in some measure to the large number of small and cheaper threshers for the farmer's own use which is now finding a ready market at home and overseas.

German competition seems to be most feared by British manufacturers. Although there is no great tonnage being imported into this country from Germany as yet, such goods as have arrived and also those sent to the British Dominions have been offered at ridiculously low prices, in some instances at figures which do not represent the cost of the raw material to the British manufacturers.

REGISTRATION OF FOREIGN BUSINESS CONCERNS IN THE NETHERLANDS

(Consul General George E. Anderson, Rotterdam, in United States Commerce Reports)

A law for the registration of all commercial and industrial concerns in the Netherlands passed in 1918 and supplemented in 1920 has become effective and applies to all concerns doing business in the Netherlands whether foreign or domestic in their organization. Under the terms of this act all business concerns must register with a trade registrar (which under the law is the chamber of commerce in each locality), indicating whether they are doing business as an individual, a partnership, or a corporation, and giving the names of the persons constituting the business firm or corporation. An individual, or the members of a partnership, must register their names, the name or names under which they do business, residence, location of business, nationality, capital, and all similar information. A corporation must register in a similar way, giving the names of the officers and details of its business organization, including the nationality of its official personnel, its capital, including (if a foreign corporation) both its capital at home and that employed in the Netherlands.

DECLARATION OF WEIGHT FOR CUSTOMS PURPOSES IN ARGENTINA

In a recent despatch H.M. Consul-General at Buenos Aires suggests that the attention of exporters of goods to Argentina should be called to the importance of taking every possible precaution to see that the correct gross and net weights of merchandise are stated on the packages and in the shipping documents and invoices, as it frequently happens that fines are imposed by the customs authorities if the actual weights are in excess of those declared.

AGRICULTURAL MACHINERY IN SPAIN

Reports received from the Commercial Secretary to H.M. Embassy at Madrid with regard to openings for machinery in Spain state that although Spain is primarily an agricultural country the Spanish farmer has not kept pace with the times and the most antiquated methods are still employed. Grain continues to be cut by scythes and threshed by trampling, and wooden hand ploughs are in common use. The opening in Spain for agricultural machinery is wide, but new business often involves educating the buyer first. The tariff on these goods has been recently raised 50 per cent.

NEW TYPE OF ONE-WAY PLOUGH

Much activity is being shown in the direction of new inventions in farm implements by British manufacturers, and prominence is being given to a new type of one-way plough. This is really a converted self-contained motor cultivator. Instead of the usual three-furrow plough there has now been fitted a two-furrow one-way plough, so that after the outfit has run across a field it is swung round its own length, and the other bodies are dropped into work. In this way all the furrows are turned in one direction, a very desirable condition. Afterwards during harvesting the unprofitable "open" furrow is avoided, and the relatively small headlands are not pounded as in the case of the ordinary direct ploughing units.

THE "TO ORDER" BILL OF LADING

A Canadian exporting firm writes as follows with reference to the "To Order" bill of lading:—

"Reports from Trade Commissioners on invoice requirements have on more than one occasion referred to the disadvantage of a 'To Order' bill of lading in that in the event of the documents not arriving with the merchandise, the corresponding shipment cannot always be released by placing a bond with the customs authorities, as is possible with shipments assigned to the ultimate consignee. We should just like to mention that we overcame this difficulty a couple of years ago, as we found that when the ship's bills were issued, and the original documents had to come back to our head office from the point of ocean shipment before the draft could be made out, the vessel conveying the goods arrived some two weeks prior to the receipt of the documents through the bank.

"This condition of affairs, of course, had to be remedied, and now when we make a shipment where ship's bills are issued, we prepare all the documents in our own head office, leaving the amount of the draft blank, forwarding the documents to our branch on the seaboard, and they get in touch with the steamship company, have them sign the bills of lading, complete the draft, lodging same in the bank in time to go forward on the vessel conveying the goods. This method has not failed us once.

"Of course, some firms who do not happen to be so fortunate as to have branches at ocean shipping points can probably arrange with some brokers in that city to handle this little detail for them for a nominal charge, which charge would be quite justified, in view of the added convenience afforded to the customer."

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 24, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending August 24; those for the week ending August 17 are also given for the sake of comparison:—

		Parity.	Week ending August 17, 1921	Week ending August 24, 1921
Britain.. .. ..£	1.00	$4.86	$4.0445	$4.0959
France. .. ..Fr.	1.	.193	.0866	.0860
Italy.. .. ..Lire	1.	.193	.0482	.0472
Holland. .. ..Florin	1.	.402	.3435	.3449
Belgium .. ..Fr.	1.	.193	.0843	.0842
Spain.. .. ..Pes.	1.	.193	.1436	.1441
Portugal. .. ..Esc.	1.	1.08	.1248	.1110
Switzerland .. ..Fr.	1.	.193	.1870	.1881
Germany. .. ..Mk.	1.	.238	.0137	.0132
Greece.. .. ..Dr.	1.	.193	.0627	.0619
Norway. .. ..Kr.	1.	.268	.1409	.1479
Sweden. .. ..Kr.	1.	.268	.2323	.2398
Denmark.. .. ..Kr.	1.	.268	.1731	.1863
Japan. .. ..Yen	1.	.498	.5439	.5397
India.. .. ..R.	1.	2s.	.2664	.2913
United States .. ..$	1.	$1.00	1.1100	1.1100
Argentina .. ..Pes.	1.	.44	.3357	.3357
Brazil.. .. ..Mil.	1.	.3245	.1359	.1387
Roumania.. .. ..Lei	1.	.193	.0147	.0135
Jamaica. .. ..£	1.	4.86	4.0723	4.0861
Shanghai, China .. ..Tael	1.	.631	.7770	.7839
Batavia, Java... ..Guilder	1.	.402	.3468	.3468
Singapore, Straits Settlements.. .. .. $	1.	.49	.4717	.4773
Barbados.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
British Guiana.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
Trinidad. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
Dominica.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
Grenada.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
St. Kitts.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
St. Lucia.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
St. Vincent.. .. ..$	1.	1.	84⅛–.86⅜	.84⅜–.86⅝
Tobago.. .. .. $	1.	1.	84⅛–.86⅜	.84⅜–.86⅝

TENDERS INVITED

South Africa

From the office of Trade Commissioner E. W. Egan in Cape Town, South Africa, there have been forwarded to the Commercial Intelligence Branch of the Department of Trade and Commerce a copy of the tender forms and relative schedules for:—

(1) Tender No. 324 for the supply of incandescent lamps (train lighting, engine headlight and other incandescent lamps) and

(2) Tender No. 323 for the supply of boiler and superheater flue tubes (charcoal iron, steel, steel superheater flue, brass boiler, charcoal iron and weldless).

The above-mentioned forms and schedules may be seen by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa (quote file 26,705).

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3385. **Canned peas.**—A London company ask to be placed in touch with Canadian packers of canned green peas, for which they are in the market.

3386. **Yeast.**—A British firm would like to receive samples and prices of yeast. The firm state that they can command a good trade in England.

3387. **Cereals.**—A London firm importing cereals and flour to the United Kingdom and Continent are anxious to get in touch with Canadian manufacturers of these lines. Are open to finance consignments on advantageous terms.

3388. **Ground mica.**—A London manufacturing company who purchase 160-mesh ground mica by the ton would be glad to hear from Canadian firms in a position to supply this, with samples and prices per ton (2,240 pounds) delivered London.

3389. **Butter and cheese.**—A Belgian wholesale importer desires quotations on Canadian butter and Chester cheese.

3390. **Foodstuffs.**—A Belgian commission agent seeks the representation of established Canadian houses for condensed and evaporated milk, macaroni, canned salmon, evaporated apples and apple waste.

3391. **Agency.**—A Belgian import-export company are anxious to secure an agency in Belgium for food products, all kinds of rubber articles, leather, skins, and footwear.

3392. **Films.**—A Belgian firm desire to enter into relations with Canadian film producers with a view to importing Canadian films.

PROJECTED REVISION OF THE DANISH TARIFF

His Majesty's Commercial Secretary at Copenhagen has recently reported, says the *Board of Trade Journal,* that it is understood that the Danish Government proposes, during the course of the 1921-22 session of the Rigsdag, to introduce a Bill for the revision of the Danish tariff. The Danish Government is of the opinion that the time is now opportune to proceed to a revision of the tariff which normally would have been undertaken in 1916, as stipulated by the Customs Law of 1908.

The various Danish interests concerned, particularly such organizations as the Merchants' Guild and the Chamber of Manufacturers, are being consulted in the matter and material is being collected by all these bodies on which to base such suggestions as they may wish to offer in regard to the proposed revision.

His Majesty's Commercial Secretary adds that it would appear likely, if only for fiscal reasons, that a general increase in the tariff rates will be sanctioned on revision of the tariff.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To LIVERPOOL.—*Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 2; *Caledonian,* White Star-Dominion Line, about September 3; *Porsanger,* Canada Steamship Lines, about September 6; *Canadian Ranger,* Canadian Government Merchant Marine, Ltd., about September 10; *Victorian,* Canadian Pacific Ocean Services, Ltd., about September 16; *Metagama,* Canadian Pacific Ocean Services, Ltd., about September 17; *Mercian,* White Star-Dominion Line, about September 17; *Megantic,* White Star-Dominion Line, about September 19; *Melita,* Canadian Pacific Ocean Services, Ltd., about September 23; *Canada,* White Star-Dominion Line, about September 24; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 30.

To LONDON.—*Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about August 30; *Tamaqua,* Furness Line, about September 1; *Vennonia,* Anchor-Donaldson Line, about September 2; *Venusia,* Cunard Line, about September 9; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about September 10; *Grey County,* Canada Steamship Lines, Ltd., about September 15; *Vitellia,* Cunard Line, about September 16; *Wyncote,* Furness Line, about September 20; *Verbania,* Cunard Line, about September 23; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about September 24.

To GLASGOW.—*Pretorian,* Canadian Pacific Ocean Services, Ltd., about August 30; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about September 2; *Canadian Settler,* Canadian Government Merchant Marine, Ltd., about September 3; *Cassandra,* Anchor-Donaldson Line, about September 10; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about September 10; *Cabotia,* Anchor-Donaldson Line, about September 17; *Gracia,* Anchor-Donaldson Line, about September 24.

To HULL.—*Tamaqua,* Furness Line, about September 1; *Cornish Point,* Furness Line, about September 21; *Wyncote,* Furness Line, about September 20; *Oristano,* Furness Line, about September 28.

To NEWCASTLE-ON-TYNE.—*Cairnross,* Thomson Line, about September 10; *Cairngowan,* Thomson Line, about September 3; *Cairnvalona,* Thomson Line, about September 7; *Scatwell,* Thomson Line, about September 24.

To AVONMOUTH DOCK.—*Bothwell,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3; *Salacia,* Cunard Line, about September 6; *Turcoman,* White Star-Dominion Line, about September 10; *Lakonia,* Cunard Line, about September 16; *Orthia,* Cunard Line, about September 24; *Cornishman,* White Star-Dominion Line, about September 24.

To MANCHESTER.—*Manchester Port,* Manchester Line, about September 3; *Manchester Brigade,* Manchester Line, about September 10; *Manchester Producer,* Manchester Line, about September 17.

To BELFAST.—*Lord Londonderry,* Head Line, about September 9; *Ballygally Head,* Head Line, about September 15; *Rathlin Head,* Head Line, about September 28.

To DUBLIN.—*Dunaff Head,* Head Line, about September 3; *Melmore Head,* Head Line, about September 17.

To SOUTHAMPTON.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To CARDIFF AND SWANSEA.—*Canadian Squatter,* Canadian Government Merchant Marine, Ltd., about September 2.

To CORK.—*Dunaff Head,* Head Line, about September 3; *Melmore Head,* Head Line, about September 17.

To LEITH.—*Cairngowan,* Thomson Line, about September 3; *Cairnross,* Thomson Line, about September 10; *Cairnvalona,* Thomson Line, about September 17; *Scatwell.* Thomson Line, about September 24.

To LONDONDERRY.—*Ballygally Head,* Head Line, about September 15.

To ROTTERDAM.—*Mercer Victory,* Rogers & Webb Line, about September 3; *West Kebar,* Rogers & Webb Line, about September 10; *Merrymount,* Rogers & Webb Line, about September 17.

To HAVRE.—*Grey County,* Canada Steamship Lines, about September 15.

To HAMBURG.—*Mercer Victory,* Rogers & Webb Line, about September 3; *Merrymount,* Rogers & Webb Line, about September 17; *Ranmore Head,* Head Line, about September 21.

To ANTWERP.—*Mercer Victory,* Rogers & Webb Line, about September 3; *Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To NAPLES-TRIESTE.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about September 14.

To NORWEGIAN PORTS.—*Ranenfjord,* Canadian Pacific Ocean Services, Ltd., about September 2; *Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 24.

To SCANDINAVIAN PORTS.—*Wathena,* Sprague Line, about August 30; a steamer, Sprague Line, about September 15.

To SOUTH AFRICA.—*New Georgia,* Elder-Dempster & Co., about August 30.

To RIO JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, BUENOS AIRES.—*Canadian Challenger,* Canadian Government Merchant Marine, Ltd., about September 20.

To ST. JOHN'S (NFLD.).—*Manoa,* Canada Steamship Lines, Ltd., September 6 and 23.

To INDIA AND FAR EASTERN PORTS.—*Hyanthes,* Houston Line, about September 25; *Canadian Transporter,* Canadian Government Merchant Marine, about October 15.

To BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about September 7.

To NASSAU, KINGSTON AND BELIZE.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., about September 6.

From Charlottetown

To NEWFOUNDLAND.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about September 9 and September 30.

From Quebec

To LIVERPOOL.—*Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 3; *Caledonian,* White Star-Dominion Line, about September 3; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about September 10; *Megantic,* White Star-Dominion Line, about September 10; *Mercian,* White Star-Dominion Line, about September 17; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 24; *Canada,* White Star-Dominion Line, about September 24.

From Halifax

To WEST COAST NEWFOUNDLAND.—*Stella Maris,* Farquhar & Co., Ltd., about September 7.

To BERMUDA, BRITISH WEST INDIES, AND DEMERARA.—*Chaudiere,* Royal Mail Steam Packet Company, about September 2; *Chaleur,* Royal Mail Steam Packet Company, about September 16; *Chignecto,* Royal Mail Steam Packet Company, about September 30.

To SANTIAGO (CUBA), KINGSTON (JAMAICA), AND OUTPORTS.—*Nevis,* Pickford & Black Line, about September 20.

From North Sydney

To ST. JOHN'S (NFLD.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To ST. PIERRE ET MIQUELON.—*Pro Patria,* September 7 and 21.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, about September 10.

To New Zealand and Australia.—*Canadian Scottish,* Canadian Government Merchant Marine, Ltd., about September 8; *Waiotapu,* Canadian-Australasian Line, about September 12; *Canadian Traveller,* Canadian Government Merchant Marine, Ltd., about September 20.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, Ltd., about September 24.

To Kobe, Karatsu, Shanghai, Hong Kong, Manila, and Singapore.—*Grace Dollar,* Dollar Line, about August 31.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about August 30.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Canadian Winner,* Canadian Government Merchant Marine, Ltd., about September 15.

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 2; *Ixiom,* Blue Funnel Line, about September 23.

To Kobe and Shanghai.—*Canadian Prospector,* Canadian Government Merchant Marine, Ltd., about August 30.

To India.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about October 15.

To London, Hamburg, Rotterdam, Amsterdam and Antwerp.—*Noorderdijk,* Royal Mail Steam Packet Company, about September 15.

To Kobe, Shanghai, Hong Kong and Manila.—*Harold Dollar,* Dollar Line, about September 24.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 16.

BELGIAN ADVANCE IN AUTOMOBILE PRODUCTION

(*London Times Trade Supplement.*)

The manufacture of motorcars in Belgium has progressed steadily since the Armistice, and several works have been particularly successful in the production at a competitive price of 1-, 3-, and 5-ton lorries. It is said that no American lorries have entered the country for some months. A number of well-equipped makers at Liege and Brussels are turning out luxury and touring cars. With their first-hand knowledge of the country's special requirements they are able to supply a chassis of very solid construction, capable of withstanding the strain of Belgium's rough roads. Under similar usage certain American chassis are reported to have broken down in a few months.

France, however, still manages to compete in the Belgian market, thanks to her mass production of small 10-14 h.p. cars, which are very popular. The importation of these and of other French makes is increasing to some extent, whilst purchases from other countries are negligible. Owing to the large number of excellent coachbuilders in the country, the Belgian customer prefers to buy a chassis and have a body built for it either in Brussels, Liege, or Antwerp, where the wheels are at the same time fitted with locally made tires.

Belgian manufacturers are obtaining good orders in countries where road surfaces resemble their own, notably the Balkans and northern Africa. Their motorcycles, too, are going overseas in increasing numbers, fairly large sales having recently been made for Poland, Greece, Brazil, China, and the Congo. The tire factories in Liege, Brussels, and Ghent are naturally benefiting by this activity in the motor vehicle business.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

VOL. XXV. September 5, 1921 No. 918

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

27392—1

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, September 5, 1921** **No. 918**

INDEX TO THE WEEKLY BULLETIN

The Index to the *Weekly Bulletin* for the six months ended June 30, 1921, is being sent out with this issue. It is strongly recommended to Canadian firms and others interested in the export trade of the Dominion that they should file the numbers of the *Weekly Bulletin*, with the index, and preserve them in bound volumes, or in some other form convenient for reference purposes.

NEW OFFICES OF THE COMMERCIAL INTELLIGENCE SERVICE

The Governor General in Council has authorized the establishing of a Trade Commissioner Office in New York City. Mr. Frederic Hudd, at present Acting Director, Dominion Bureau of Information, in that city, has been appointed Trade Commissioner.

The opening of a Trade Commissioner Office in Jamaica has also been authorized by the Governor General in Council.

TRADE OF THE UNITED KINGDOM BY COUNTRIES, JANUARY TO JUNE, 1921

Trade Commissioner Harrison Watson

London, August 16, 1921.—The official July returns are accompanied by the customary details of trade with different countries for the first six months of 1921.

As it has already been announced that the value of the foreign trade of the United Kingdom was almost cut in half in comparison with 1920 (sinking from £1,806,687,616 to £990,272,209) resulting from the coal strike and other labour troubles, universal trade depression and reduction in prices, it is obvious that there will be a general contraction in trade with individual countries, but it will be found that the position varies considerably.

While reference to the tables of selected countries which follow gives full details, a notable reduction is a shrinkage of imports from the United States from £311,331,946 in value to £152,295,439, slightly greater in proportion than the fall in the comparatively insignificant export figures.

It will also be observed that France has reassumed the position of a creditor nation as regards the United Kingdom, the trade for the six months showing a credit balance of nearly £3,000,000 and approaching £8,000,000 if only British products are taken into account, against a debit balance of some £88,000,000 in 1920.

There has also been a heavy drop in the exports of English products to Germany, but the consignment of over £10,000,000 worth of re-exports still maintains the balance in favour of this country.

As regards Canada, the untoward events of the past few months have decisively checked the buoyant progress of increased British exports, and there has also been a drop in imports from Canada quite out of proportion with the fall in prices which has taken place.

The one really interesting feature which emerges from the chaos of the half year is the growth of trade with the British Empire from 30·5 per cent of the total in 1920 to 34·2 per cent in 1921 (the 1913 proportion being 28·4 per cent), and for purposes of comparison, the details of the three branches of trade, with the British Empire and foreign countries, are shown below for the years 1913, 1920, and 1921.

BRITISH EMPIRE

	First half year 1913	First half year 1920	First half year 1921
Imports	£ 94,859,991	£313,887,407	£174,176,356
Exports	95,248,506	223,527,552	158,565,718
Re-exports	7,036,852	13,172,525	6,236,638
Total	£197,145,349	£550,587,484	£338,978,712

FOREIGN COUNTRIES

Imports	£283,900,222	£719,447,277	£397,515,137
Exports	161,812,045	413,939,332	210,329,309
Re-exports	52,013,982	122,713,523	43,449,051
Total	£497,726,249	£1,256,100,132	£651,293,497
Grand total	£694,871,598	£1,806,687,616	£990,272,209

STATE OF TRADE

Although the foreign trade returns for the month of July itself shows a welcome recovery of £5,000,000 in the value of British exports, which rose from £38,152,238 in June to £43,172,399, yet this is the only satisfactory feature, because otherwise there are no tangible signs of recovery in general trade. Upon the other hand, however, it must be remembered that the present is the season of holiday stagnation.

In some quarters a larger volume of enquiries is reported, and the acceptance of reduced wages is paving the way for gradual restoration in different industries, and in some cases, notably iron and steel, has already resulted in reduced quotations. This improvement has been partly caused by a substantial decrease in the price of coke. It is certain, however, that many industries will continue to mark time until coal resumes a level at which world competition again becomes a possibility. The general impression remains, however, that recovery is going to be a slow process. It is also certain that the policy of the retailer in continuing to hold out for excessive prices is seriously restricting trade.

While the figures are of course compiled upon a different basis, and for this reason complete comparison is hardly justifiable, the fact that, according to authoritative price index systems, the present level of wholesale prices is 86·5 per cent above the 1913 figure, while, according to the official Government returns, the retail cost of living is 119 per cent in excess of 1913, creates a gulf which can only be attributed to profiteering in certain directions.

Further illustrations of the exceedingly unsatisfactory conditions into which trade has drifted are provided by the annual statements of many important industrial and commercial companies which have recently been published. In certain cases the passing or suspension of dividends is attributed to labour troubles, cessation of production and the general trade depression visible everywhere, but in a number of cases, more especially in new ventures or concerns where after-war development has taken place, inability to earn profits commensurate with the swollen basis upon which new capital has been acquired and invested, and heavy fall in the value of stocks and materials, are the chief contributors to present difficulties.

TABLE SHOWING TRADE OF THE UNITED KINGDOM—I.E., IMPORTS, EXPORTS (THE PRODUCE OF THE UNITED KINGDOM), AND RE-EXPORTS (THE PRODUCE OF FOREIGN COUNTRIES AND OTHER PORTIONS OF THE BRITISH EMPIRE)—WITH THE COUNTRIES INDICATED, FOR THE HALF YEAR ENDED JUNE 30 OF THE YEARS NAMED.

	1913	1920	1921
Canada—			
Imports	£10,938,256	£33,973,656	£23,950,957
Exports	12,007,028	21,169,988	10,255,183
Re-exports	1,850,823	3,628,412	890,067
Total	£24,796,107	£58,772,056	£34,196,207
Australia—			
Imports	£19,912,872	£59,905,892	£41,996,853
Exports	17,137,381	24,335,598	24,898,061
Re-exports	1,746,932	2,665,717	1,281,248
Total	£38,797,185	£86,907,207	£68,176,162
Union of South Africa—			
Imports	£ 6,886,922	£13,658,607	£ 9,301,566
Exports	10,754,249	22,422,687	15,652,870
Re-exports	939,593	2,387,136	580,583
Total	£18,580,764	£38,468,430	£25,535,019
New Zealand—			
Imports	£14,474,814	£25,795,375	£29,438,280
Exports	5,450,891	9,377,736	8,331,881
Re-exports	472,220	521,964	267,939
Total	£20,397,925	£35,695,075	£38,038,100
British West Indies—			
Imports	£ 1,292,538	£ 8,830,614	£ 3,706,863
Exports	957,208	2,222,178	2,078,383
Re-exports	180,434	230,510	251,865
Total	£ 2,430,180	£11,283,302	£ 6,037,111
British India—			
Imports	£20,712,977	£59,817,963	£24,016,880
Exports	34,264,021	83,358,083	58,472,700
Re-exports	778,597	1,256,714	1,403,331
Total	£55,755,595	£144,432,760	£83,892,911
Egypt—			
Imports	£11,546,556	£51,170,150	£12,152,519
Exports	4,720,653	20,388,832	8,465,825
Re-exports	76,365	904,664	163,730
Total	£16,343,574	£72,463,646	£20,782,074
France—			
Imports	£23,927,559	£40,843,462	£28,345,726
Exports	14,868,143	75,869,220	20,849,147
Re-exports	6,336,377	28,368,435	4,656,836
Total	£45,132,079	£145,081,117	£53,851,709
Russia—			
Imports	£14,992,376	£12,209,916	£ 298,115
Exports	7,161,811	5,086,970	185,854
Re-exports	5,141,500	2,955,712	97,707
Total	£27,295,687	£20,252,598	£ 581,676
Belgium—			
Imports	£11,635,726	£24,702,359	£18,196,864
Exports	6,823,787	28,111,364	9,646,143
Re-exports	3,658,396	12,095,463	3,815,394
Total	£22,117,909	£64,909,186	£31,658,401

TABLE SHOWING TRADE OF THE UNITED KINGDOM, ETC.—*Continued*

	1913	1920	1921
Italy—			
Imports	£ 4,177,945	£10,570,264	£ 4,411,971
Exports	7,675,437	21,774,899	9,485,411
Re-exports	484,007	3,391,919	694,589
Total	£12,337,389	£35,737,082	£14,591,971
Sweden—			
Imports	£ 5,912,703	£23,752,730	£ 8,950,811
Exports	3,901,434	20,984,535	4,653,938
Re-exports	601,838	2,901,025	871,038
Total	£10,415,975	£47,638,290	£14,475,787
Norway—			
Imports	£ 3,864,705	£13,025,175	£ 5,080,535
Exports	3,268,161	14,847,575	5,919,375
Re-exports	295,524	969,542	334,152
Total	£7,428,390	£28,842,292	£11,334,062
Netherlands—			
Imports	£11,305,669	£18,311,145	£18,943,213
Exports	7,991,566	22,344,881	12,910,395
Re-exports	2,753,213	6,924,536	3,884,675
Total	£22,050,448	£47,580,562	£35,738,283
Denmark—			
Imports	£11,318,103	£14,297,884	£20,047,805
Exports	2,825,293	15,576,116	4,265,337
Re-exports	277,640	2,347,532	649,128
Total	£14,421,036	£32,221,532	£24,962,270
Switzerland—			
Imports	£ 5,741,172	£20,072,293	£ 9,518,362
Exports	2,093,010	6,493,217	2,406,823
Re-exports	517,754	1,694,221	532,855
Total	£8,351,936	£28,259,731	£12,458,040
Greece—			
Imports	£ 579,029	£ 2,135,799	£ 1,476,596
Exports	1,106,978	7,246,718	2,646,140
Re-exports	23,609	304,150	143,180
Total	£1,709,616	£9,686,667	£4,265,916
Spain—			
Imports	£ 7,301,049	£20,151,653	£11,532,087
Exports	4,504,560	8,263,662	8,591,134
Re-exports	427,288	1,923,905	361,091
Total	£12,232,897	£30,339,220	£20,484,312
Portugal—			
Imports	£ 1,425,230	£ 4,164,004	£ 2,016,056
Exports	1,789,851	5,114,795	1,864,226
Re-exports	421,625	879,267	505,772
Total	£3,636,706	£10,158,066	£4,386,054
Germany—			
Imports	£39,080,601	£11,895,943	£11,794,327
Exports	18,961,116	10,711,475	6,958,434
Re-exports	11,379,689	14,106,442	10,374,183
Total	£69,421,406	£36,713,860	£29,126,944

TABLE SHOWING TRADE OF THE UNITED KINGDOM, ETC.—*Concluded*

	1913	1920	1921
United States—			
Imports	£69,552,540	£311,331,946	£152,295,439
Exports	13,930,420	42,281,724	23,184,317
Re-exports	16,503,949	38,448,712	10,783,069
Total	£99,986,909	£392,062,382	£186,262,825
Argentina—			
Imports	£23,553,625	£70,003,753	£37,720,343
Exports	11,266,739	18,260,050	16,332,249
Re-exports	376,259	355,214	231,849
Total	£35,196,623	£88,619,017	£54,284,441
Brazil—			
Imports	£ 6,287,748	£ 8,289,758	£ 3,010,994
Exports	6,711,189	4,783,955	6,403,758
Re-exports	273,909	275,224	111,404
Total	£13,272,846	£13,348,938	£9,526,156
China—			
Imports	£ 2,149,066	£12,709,616	£ 6,229,188
Exports	7,101,750	18,600,904	14,690,941
Re-exports	83,204	190,164	103,462
Total	£9,334,020	£31,500,684	£21,023,591
Japan—			
Imports	£ 2,137,953	£12,853,000	£ 4,968,122
Exports	6,055,390	14,453,587	9,609,529
Re-exports	174,124	1,288,789	426,862
Total	£8,367,467	£28,595,376	£15,004,513

STATE OF TIMBER MARKET IN THE UNITED KINGDOM

The result of the meeting of the Swedish wood exporters, at which it was decided that the minimum prices for timber should be revoked, and that sellers be free to make their own negotiations with buyers, heralds the approach of still cheaper timber for housing and other construction work, says the *London Times Trade Supplement.*

Stocks in Sweden are very heavy, and as Finnish shippers are also holding large stocks there is certain to be keen competition. Finnish shippers have been making sales to the British market at as low as £16 for 9-inch deals and £10 for 7-inch. Stocks of Swedish, Finnish, and Canadian wood are on the large scale, though there may be none too many good joinery deals. It is estimated that on the London market there are nearly three months' supplies of European deals and battens at present rates of consumption, over two and a half months' supply of floorings, and no less than six months' supply of Canadian spruce.

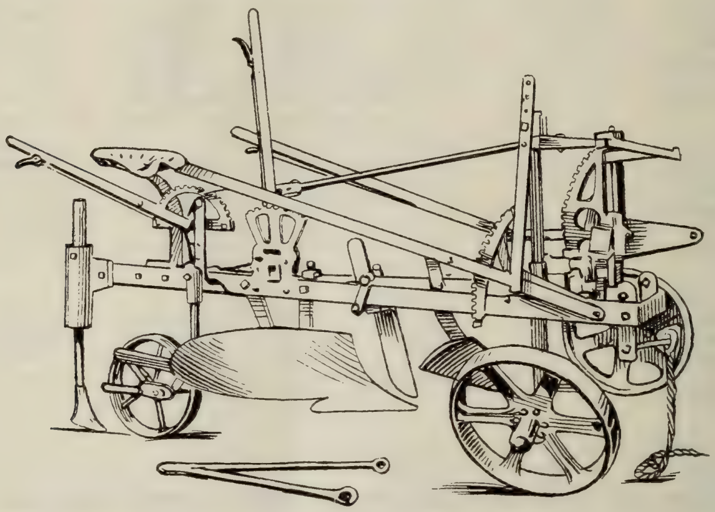
Three good months have been lost on account of the buying strike, and Swedish and Finnish shippers are likely to offer low prices with the object of relieving the congestion of their yards and raising ready money. The depressed condition of the freight market is not expected to change to any great extent in anticipation and realization of a rush of shipments to the United Kingdom and consuming countries of north of Europe wood on the Continent, as the large amount of tonnage now laid up would seek cargoes at a little more attractive rate than the about 60s. ruling from middle zone Baltic to London. One can therefore assume that unless unforeseen circumstances arise the prices of Baltic timber will get much nearer those levels ruling before the war.

NEW TYPES OF AGRICULTURAL IMPLEMENTS IN GREAT BRITAIN

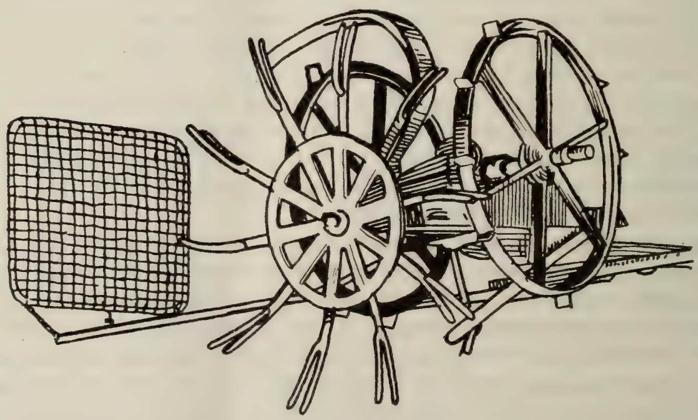
TRADE COMMISSIONER J. E. RAY

Manchester, August 8, 1921.—Among the many exhibits at the Royal Agricultural Show, held recently at Derby, a number of new productions were on view. Among them was a deep-digging and subsoiling plough designed especially for tractor work. It is manufactured by an English firm, and is supplied in two forms, with a body to plough up to 14 inches, or to plough up to 10 inches and subsoil a further 6 or 7 inches.

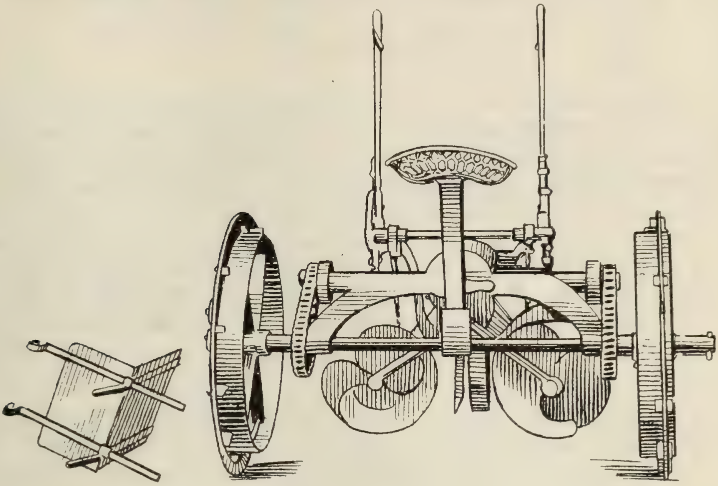
Subsoiler.—The following illustration should be of interest to implement makers in Canada, as well as to the agricultural community.



A Rotary Potato Digger.—The following is an illustration of a rotary pattern potato digger exhibited by an English firm, which shows also the net attachment.



A New Root Thinner.—Another English firm of agricultural implement makers had on view a new implement in the shape of a root-thinner, designed to thin turnips, swedes, mangolds, and other roots either on the flat or ridge at 9, 10, or 12 inches. The illustration shows the rear view, with the wheels fitted with road tires, and the soil-guard detached.



ROUMANIA ANTICIPATING A GOOD HARVEST AND HEAVY EXPORTS

At the third annual meeting of the British Roumanian Chamber of Commerce, held at the London Chamber of Commerce, M. Gregoire Michaesco (Commercial Attaché to the Roumanian Legation) made a survey of the present situation in Roumania in comparison with previous years, and directed attention particularly to the following facts:—

In 1920, when Roumania had still a large mobilised army, 44 per cent of the workable surface of the country had been cultivated and a medium harvest had been obtained, out of which 100,000 waggons of cereals and flour were exported. This year, with double the area under cultivation, an excellent harvest was anticipated, and there would be 600,000 waggons of cereals alone for export. The production of petrol depended upon the existing pipe lines, of which three had survived destruction by Germany, but in 1914 Roumania was classified as fourth amongst oil producing countries. Other considerable sources of wealth were coal, natural gas, salt, (40 per cent of the production having been exported last year), gold, silver, zinc, lead, copper and other metals. The exploitation of iron ore was developing, though large quantities would still have to be imported, and the timber obtained from the Roumanian forests, calculated in normal times at 1,000 million lei, was of a very good quality.

At present all these sources of wealth were suffering through inadequate transport, but energetic steps were being taken by the Roumanian Government to repair the deficiency. Roumania welcomed foreign capital in her enterprises in the form of experience, machinery, and raw materials, her desire being to avoid trusts and to safeguard the national security.

DRAWBACK ON IMPORTED STEEL SHEETS USED IN THE MANUFACTURE OF STAMPINGS FOR AUTOMOBILES

The following regulations have been established by Order in Council, dated 13th August, 1921, under the provisions of Sections 286 of the Customs Act:—

REGULATIONS

When imported steel sheets, hot or cold rolled, or coated with lead or a combination of lead and tin, number sixteen gauge and thinner but not thinner than number twenty-four gauge, measuring from twenty to forty-two inches in width and from fifty to one hundred and twenty inches in length, on which Customs duties have been paid, are used, after the thirty-first day of July, nineteen hundred and twenty-one and until otherwise ordered, in the manufacture of stamping for automobiles, there may be paid a drawback of ninety-nine per centum of the Customs duties paid on the steel sheets so used. Provided, however, the said drawback shall not be paid unless the duty has been paid on the steel sheets so used as aforesaid within twelve months of the manufacture of the said stampings for automobiles, subject to the following conditions, viz:—

(*a*) The quantity of steel sheets used and amount of Customs duties paid thereon shall be ascertained;

(*b*) Satisfactory evidence shall be furnished in respect to the manufacture in Canada of the stampings for automobiles.

The claim for drawback shall be verified under oath before a Collector of Customs to the satisfaction of the Minister of Customs and Excise, in such form as he shall prescribe, within one year after the manufacture of the stampings for automobiles. The Minister may also require in any case the production of such further evidence, in addition to the usual averments, as he deems necessary to establish the bona fides of the claim.

Claims for drawback under the foregoing regulations should be made on Form K. 15½.

SUMMARY OF THE TRADE OF CANADA FOR JULY, 1921

The summary of the trade of Canada for July of this year shows that, as represented by dollars (not quantities), imports have declined by more than one-half, and exports by nearly one-half, as compared with the corresponding month of 1920. The imports in July, 1920, were valued at $127,268,811, as against $62,405,890 this July, and the exports $104,875,624 as against $54,518,036. Comparison with July, 1914 —the last pre-war month—shows imports $42.964,467; exports (Canadian produce) $41,807,648. The peak of high prices was reached in June, 1921, and the declines shown on the table printed on the opposite page are of course in part to be attributed to declining values. But the chief cause of the declines is that Canada is suffering from the world-wide trade depression, as all manufacturing and exporting countries are suffering. The imports of the United States in July had shrunk to one-third of the values of the corresponding month last year, while the exports were less than one-half; and the foreign trade of the United Kingdom for the six months ending June, 1921, showed a decline in value of about 50 per cent over the corresponding period of last year.

SUMMARY OF THE TRADE OF CANADA: MONTH, FOUR MONTHS, AND TWELVE MONTHS ENDING JULY, 1921

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of July, 1921			Four Months ending July, 1921			Twelve Months ending July, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for Consumption	$	$	$	$	$	$	$	$	$
Vegetable Products	14,690,939	1,902,358	6,105,524	64,655,485	11,494,535	29,090,099	220,669,368	38,652,954	104,656,566
Animal Products	4,002,135	139,693	3,433,801	13,547,971	783,614	11,046,465	47,890,630	3,293,816	35,835,114
Fibres and Textile Products	9,961,524	2,827,267	5,570,269	39,602,669	12,883,682	20,630,027	168,092,993	70,978,640	73,752,492
Wood, Wood Products and Paper	2,730,200	208,541	2,348,615	11,725,805	923,027	10,114,757	50,732,863	3,160,144	45,581,671
Iron and its Products	9,542,316	561,081	8,896,821	42,217,219	3,151,580	38,666,974	196,969,699	14,647,504	180,254,087
Non-ferrous Metal Products	2,042,414	189,592	1,737,976	9,609,054	816,264	8,178,191	44,174,787	4,960,227	36,613,889
Non-metallic Mineral Products	13,810,465	280,051	11,735,932	48,398,360	2,180,740	41,221,490	200,501,915	7,933,040	181,853,758
Chemicals and Allied Products	1,645,432	198,187	1,227,541	7,049,327	981,507	5,076,826	29,433,247	4,584,149	21,284,374
All other Commodities	3,980,465	809,221	2,735,880	17,056,572	4,257,358	11,216,147	61,983,253	13,500,331	43,291,759
Total Imports, 1921	62,405,890	7,115,991	43,792,359	253,862,462	37,472,307	175,240,976	1,020,448,755	161,710,805	723,123,710
1920	127,268,811	21,981,553	87,061,726	473,572,589	89,735,064	308,294,086	1,253,203,689	192,165,428	880,601,347
1919	84,281,499	7,682,980	66,879,536	284,897,023	23,932,267	228,790,057	870,850,691	75,759,440	694,655,098
	Total Exports.	To United Kingdom.	To United States.	Total Exports.	To United Kingdom.	To United States.	Total Exports.	To United Kingdom.	To United States.
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Vegetable Products	17,440,680	8,797,934	1,348,153	86,736,542	47,905,145	17,803,596	460,751,693	150,787,892	139,171,759
Animal Products	13,052,648	8,680,511	2,916,294	40,937,632	22,137,168	14,219,333	173,262,471	84,940,676	68,417,790
Fibres and Textile Products	298,058	39,698	189,140	1,704,829	346,728	731,177	11,900,880	1,319,040	5,070,919
Wood, Wood Products and Paper	15,215,018	2,168,520	11,971,401	53,117,983	4,315,662	43,829,096	242,743,542	27,579,040	186,501,249
Iron and its Products	1,687,934	128,129	317,171	9,041,859	1,080,528	1,852,354	59,017,301	11,075,485	12,679,094
Non-ferrous Metal Products	2,704,287	305,104	1,995,568	7,864,627	1,271,924	4,852,315	38,560,202	8,116,674	24,115,821
Non-metallic Mineral Products	2,673,175	1,343,712	828,426	8,122,636	2,691,208	3,287,424	35,106,568	4,694,631	17,769,605
Chemicals and Allied Products	512,078	84,595	293,738	3,235,139	240,251	2,348,042	15,394,389	2,076,779	10,283,482
All other Commodities	934,158	70,829	709,393	5,166,709	341,375	4,373,868	26,242,188	6,516,040	13,337,554
Total Exports, 1921	54,518,036	21,619,032	20,569,284	215,927,956	80,329,989	93,297,205	1,062,979,234	297,106,257	477,347,273
1920	104,875,624	31,288,405	45,155,277	342,112,423	96,068,603	158,272,899	1,223,720,624	409,481,307	499,731,656
1919	113,787,099	58,158,935	34,382,786	357,883,897	175,739,933	122,569,426	1,213,494,777	555,697,661	431,653,202
Exports (Foreign Produce)									
Totals, 1921	1,922,107	63,449	1,725,120	5,014,321	294,326	4,396,642	16,695,990	1,269,261	14,056,580
1920	2,035,766	58,306	1,830,638	9,582,749	408,865	8,719,031	40,742,913	3,716,561	33,991,860
1919	4,972,296	759,898	4,004,270	16,006,447	3,499,785	11,829,105	59,948,495	21,946,446	29,532,138

NOTES ON JAMAICA'S IMPORT TRADE

Trade Commissioner H. A. Chisholm

III

Various Articles of Import—*Continued*

Fruits, Jams and Condiments.—Imports, 1920: United Kingdom, £5,580; Canada, £32; United States, £6,745. Jamaica will buy only English jams, and there is little chance for Canadian brands. Canadian canned fruits have not been able to compete with American in labels. Probably 50 per cent of the sale of canned fruits is *label.* It is absolutely useless to send out cans in dull, badly printed labels. The writer saw a consignment of canned fruits in Kingston in which there were cans of peaches, for example, with pictures of pears on the label, but with the word "pears" inked out and "peaches" substituted. This method of improvising is costly in the long run, and in one single shipment probably more harm is done to export trade than dozens of consignments of perfectly packed goods can counteract. Why could not this canner spend a fraction of a cent more per can and have new labels printed?

On the other hand, the writer was glad to note in Jamaica that one canning company was making a very favourable impression on the trade by the smartness of their newest labels and the excellence of their pack. The writer came across another example of carelessness, in which cases of goods were numbered neither on the outside nor on the corresponding invoices. Of course no one could tell what the different cases contained, and every one had to be opened for the customs officials. Jamaican customs officials report other instances in which trouble and delay have been occasioned on account of shipments from Canada.

Peaches, pears, and cherries are the popular packs. It is suggested that extra labels be placed in a waterproof envelope in every case shipped, so that wet or mutilated labels may be replaced.

Individual 4-ounce bottles of grape juice now sell well in Jamaica. Canadian grape juice featured as coming from the "Famous Niagara" district should be able to displace the American product now in the market. Tomato catsup is popular, and as yet it all comes from the United States.

Flour, Wheat—Duty 8s. per 196-pound barrel.—Imports, 1920: Canada, £270,495; United States, £776,292. Normally Canada supplies only about 25 per cent of Jamaica's annual requirements of wheat flour. It is a fact that there are brands of United States flour used in Jamaica which are generally accepted there as superior to Canadian flour in yield and in keeping qualities. Yet the writer was told by several users of Canadian flour that "50-50 Manitoba Hard" and Ontario Spring Patent were as good as, if not better than, the best Kansas brands imported, and that, moreover, Canadian flour bags were better than American. The United States supplies from 70 to 75 per cent of Jamaica's annual requirements of some 200,000 barrels. There are several reasons for this.

(1) *The legend of the superiority of Kansas flours to all others.*—The American flour interests have for many years advertised the superiority of Kansas blends until the Jamaican consumer has accepted their theory to such an extent that the best of Canadian flours are considered inferior to the best of American blends. Only persistent advertising propaganda, and good service by Canadian flour millers, will dispel this illusion.

(2) *Good shipping facilities from United States ports.*—Flour dealers in the tropics do not wish to risk the purchase of large single consignments. They like

fresh flour shipments from abroad about once a month. Contracts for the delivery of 5,000 to 10,000 barrels in five monthly shipments, say, may frequently be made, and the importer is certain of being able to get monthly or fortnightly shipments from New York or New Orleans. Flour frequently arrives at Kingston from New Orleans two to three weeks after the placing of an order by wire. The Canadian Government Merchant Marine and Pickford and Black each have at least one vessel per month leaving Halifax or Montreal for Jamaica, so that Canadian flour millers should now be certain of at least monthly shipments from Canadian ports.

(3) *Alleged superior business methods of American exporters.*—Kingston flour importers claim that while there are two or three Canadian flour exporters whose business methods are praiseworthy, the general average is below American. Shipping documents almost always accompany American flour shipments, so that there is a minimum of delay on the docks, and the importer saves time, money, and patience. A firm which ships flour on one vessel and the documents on the next will probably lose a customer.

It appears that American companies concede something to their customers for account of "sifting" during shipment, but that Canadian firms do not allow claims for sifting. It is frequently found that improper loading of cargo causes flour bags and barrels to shift during a voyage, with the result that several pounds per barrel are lost. Certain American steamship companies allow claims on this account, and the shippers themselves take cognizance of it.

In Kingston, the writer came across an illuminating case of bad barrelling by a Canadian miller. Of this shipment of 1,000 barrels, a large proportion of the barrels had warped and twisted staves, with the result that the contents leaked out and many barrels had completely collapsed. It appears that the customer in question had stipulated that his flour be packed in first-class barrels which could be used again for packing biscuits, and that for this reason the cost was higher than for flour in bags. The barrels proved to be very weak and the staves fabricated from green wood. In the hold of the vessel many barrels collapsed from the weight of other goods placed on top of them, and in the hot climate the green staves opened up, causing serious leakage throughout the entire shipment.

(4) *Cheapness of American flour as compared with Canadian.*—A few weeks ago a prominent Jamaican flour importer was quoted a c.i.f. price on Kansas hard wheat flour at $8.80 per barrel as compared with $9.35 c.i.f. on Ontario Spring Patent, both in United States currency. In fact, flour importers in Jamaica stated that they generally found Canadian flour quotations higher than American. Several bakers in Kingston informed the writer that, although they preferred to use Canadian hard wheat flour, they could not do so this year on account of its high price. Canadian flour millers might well extend their advertising appropriations to cover at least *pro rata* their Jamaican market, or reduce their quotations to Jamaican merchants.

Feed (Stock).—Oats, bran, and hay are imported in Jamaica, particularly when, owing to drought, feed in the island is scarce.

Oats—Duty 4d. per bushel.—In 1919, oats to the value of £6,072 were imported, and in 1920, £16,469. In 1919, 60 per cent of the oats imported were American, but in 1920, two-thirds of them came from Canada. Alberta oats are now very well liked in Jamaica on account of superior weight and cleanliness, and it is to be hoped that Canadian grain shippers will keep up the high reputation established by Alberta oats by shipping none but the best quality. Even when No. 2 grade is asked for, special care should be taken that a No. 2 and not a No. 3 is shipped.

Hay.—Imported as feed for riding and racing horses in Jamaica. Only three or four carloads per annum are brought in.

Bran.—About 150 bags of bran are imported monthly for dairy cattle feed.

Glass and Glassware were imported in 1920 to the value of $32,725, mostly from the United States. There is a good demand for cheap glass tumblers and tableware, and for lamp chimneys. The demand for glass bottles is limited to a few small mineral water bottling plants.

Haberdashery and Millinery.—Imports, 1920: United Kingdom, £86,356; United States, £27,158. The regular demand in these lines is largely for English goods, but job lots are often bought in New York. Canadian exporters interested could develop a market only by sending down travellers with complete lines of samples, especially in the cheaper classes of goods.

Household Furniture.—Imports, 1920: United Kingdom, £5,469; Canada, £5,535; United States, £19,638. The Jamaican market requires cheap household furniture, chiefly in a golden-oak finish, shipped knocked-down and well packed in strong cases. Canada is doing a growing trade in these lines. Cheap rattan and bent-wood chairs and rockers of bright finish sell well, as do cheap mirrors, and brightly gilded picture mouldings and caskets. Nearly all house floorings in Jamaica are wooden, and oilcloth coverings in 3- to 6-foot widths and in bright designs are sold extensively. Linoleum is too expensive. Refrigerators must be cheap, constructed of wood with zinc, and porcelain linings, and are imported chiefly from the United States. Hand-operated sewing machine heads are used in Jamaica rather than foot-operated machines. Jamaicans like to carry their sewing machines with them.

Hardware and Certain Allied Lines Sold in Jamaican "Hardware" Stores.—Imports of "hardware," 1920: United Kingdom, £89,867; Canada, £4,929; United States, £180,758. A feature of this 1920 trade was that the value of imports from the United Kingdom more than quadrupled, while American trade less than trebled, and Canadian trade merely doubled.

Chains, Tethering.—A large number of light tethering chains are sold in Jamaica. They are mostly of English manufacture and gauge, 16 ounces to the yard, and electrically welded.

Freezers, Ice Cream.—One American freezer, trade mark "White Mountain," well made, of triple motion, and freezing quickly, is said to be more popular than any other. Any triple motion freezer in 3- to 8-quart sizes, slightly underselling this particular one, would get the business.

Iron and Steel Rods and Tubes.—Reinforcing steel rods are imported for concrete work, bar iron for blacksmiths, and round and flat mild steel in standard sizes. Small orders for these are placed as required to be shipped in bundles bound in wire or hoops. Iron tubing is imported for water supply purposes by municipalities and private persons. It was pointed out that all tubing should be invoiced as "gas tubes." Gas-tubing is on the free list, while all other tubing must pay the ordinary $16\frac{2}{3}$ per cent ad valorem. During the Canadian fiscal year ending March 31, 1920, over $9,000 worth of Canadian rolling mill products were exported to Jamaica.

Sad Irons are imported in considerable quantities from England. The plain English shapes only are used, and not American, for use over charcoal fires.

Kettles.—English wrought and cast iron kettles are imported in large and small sizes of the open caldron type, for such purposes as boiling down sugar syrups on the plantations.

Lanterns.—The "Dietz" is a standard in Jamaica. Any good lantern of this type competing in price with the "Dietz" will sell.

Locks.—English-made rim-locks are sold to the exclusion of nearly all other types.

Mowers.—Garden hand mowers of the English type 12 inches to 16 inches wide are preferred to American mowers. It is claimed that English mowers are much better made than American.

Nails.—In 1920, Jamaica bought more nails from Canada than from either the United States or the United Kingdom, nearly half of the total imports of over £30,000 being Canadian. Horseshoe nails are generally standard Nos. 6 and 7, wire nails 1-inch to 6-inch, and cut flooring nails 2-inch, 2½-inch and 3-inch.

Pails, Pots and Stoves.—These are nearly all of English manufacture, simply but strongly constructed of galvanized and cast iron. Single and double burner kerosene stoves are popular. A small three-legged covered Dutch stove is often bought for use in the open.

Pumps.—Suction and force pumps of American manufacture are chiefly used.

Roofing.—Corrugated iron roofing is employed more than any other and is usually of English manufacture. It comes in 6- and 8-foot lengths, 24 inches wide, with 8 three-inch corrugations, and in 30, 28 and 26 gauges. Asbestos roofing is considered too expensive.

Sinks, Kitchen.—Plain English galvanized sinks are used in the standard 30-inch by 18-inch by 6-inch size.

Scales.—" Fairbanks " scales have now become the standard in Jamaica.

Safes.—Country households in Jamaica buy safes of both English and American makes, which must be just large enough to prevent their being stolen. The writer saw no Canadian-made safes in Jamaica.

Tools.—Canadian shovels and picks are selling well in Jamaica. Of shovels, the " D " handle type, socketed and riveted, and either rounded or squared, is the most popular. Of carpenters' tools, axes, saws, hammers and rules are American, while adzes, augers and anvils are English. Garden tools such as hoes and rakes are of English manufacture. Where the Canadian would use a scythe or sickle, the Jamaican uses the English " machete " or long-bladed knife of the " Martindale " brand. Tools must be strongly crated to prevent loss from pilferage. The writer was informed that two recent shipments of Canadian road tools were badly crated and had to be re-crated on the Kingston wharves.

Imports, 1920: agricultural implements and tools (duty free): United Kingdom, £27,777; Canada, £2,088; United States, £25,888. Artisans' implements and tools (duty free): United Kingdom, £10,602; Canada, £111; United States, £41,881.

Utensils, Kitchen.—Enamelled and aluminium ware are used for the smaller kitchen utensils and table ware, which do not come in the sizes commonly manufactured of galvanized or cast iron. German enamelled ware does not appear to be used, presumably on account of a prejudice against German goods and lack of communication with continental Europe.

Wire.—Barbed wire is usually sold in 100-pound, 400-yard rolls of 12-gauge wire with four-point barbs 3 inches apart. Black galvanized wire is sold for fencing in 4, 5, 6 and 8 gauges, for baling in 10 and 12 gauges and for tying in from 10 to 21 gauges. English round wire poultry netting is fancied in 18 gauge, ½-inch to 2-inch mesh, and from 2 inches to 6 inches in height. " Hogwire " is sold in a popular size 49 inches high, of 10 strands of wire with 12-inch lateral spaces.

Washboards.—American wooden washboards with corrugated zinc (not glass) facings are used.

Meats.—Imports in 1920:—

	United Kingdom	Canada	United States	Duty
Bacon	£1,477	£215	£ 8,874	2d. per pound
Beef, wet salted	.....	...	21,033	15s. per 200 lbs. barrel
Beef, canned	3,660	365	9,032	16⅔ per cent
Hams	3,751	272	26,681	2d. per pound
Pork, wet salted	.....	186	53,776	15s. per 200 lbs. barrel

The great American packing houses control this meat trade because they maintain their own offices and warehouses in Kingston, and purely Canadian companies would be able to compete with them only by establishing their own distributing offices in Kingston. If it should prove more profitable after the new preference agreement is in operation to import Canadian packs, these American companies will simply ship from their Canadian plants, and will probably thus keep this market to themselves.

Milk, Condensed (Duty ½d. per pound).—Imports, 1920: United Kingdom, £873; Canada, £2,332; United States, £114,598. When the writer was in Jamaica, two of the great condensed milk corporations were in heavy competition for control of this market. One probable result will be that, aided slightly by the new preferential tariff when it goes into effect, more milk will find its way into Jamaica from the Canadian plants of these rival companies.

Macaroni.—Limited quantities of macaroni and vermicelli are imported, chiefly in 1-pound packets. Canadian macaroni is selling well, and gives satisfaction both as to quality and price.

Musical Instruments.—Imports, 1920: United Kingdom, £1,839; Canada, £859; United States, £19,016. More small cheap organs of the portable type are sold in Jamaica than any other musical instrument. The average Jamaican is fond of hymn singing, and the small organ renders him invaluable assistance. A few cheap gramophones and an occasional upright piano are sold.

Machinery.—Jamaica imported in 1920 "steam agricultural machinery" (duty free) to the value of £429,812, 75 per cent of which came from the United Kingdom. Most of this represented sugar machinery such as boilers, dryers, evaporators, centrifugals, imported by the Jamaican planters for their cane mills. The sugar planters took advantage of the high sugar prices prevailing in 1919 and 1920 to increase the efficiency of their mill production by installing more modern machinery. Owing to the prevailing low sugar prices, this movement has ceased and will probably not be resumed, as the tendency, at least for the near future, will be toward lessened cane production.

Jamaica's agricultural activities will probably now be devoted chiefly to the production of bananas, cocoanuts, cacao, coffee, pimento, and cattle, which do not necessitate the extensive employment of modern agricultural machinery. Future requirements will be limited to such articles as irrigation equipment, pumps, kerosene and gasolene engines, feed silos, feed choppers, separators, windmills, ploughs and harrows.

The markets for construction and road machinery and railway supplies were dealt with on page 721 of *Weekly Bulletin* No. 900, of May 2.

Oils.—Gasolene was imported from the United States in 1920 to the value of £125,000, and kerosene £130,000. In view of the high tariff rates of 4d. and 5d. per gallon on these two commodities, the new Canadian preference, when it becomes operative, might make it possible for Jamaica to import from Canadian refineries. Oils must be imported in barrels or tins, owing to the absence of storage tanks in Jamaica. In 1919 Jamaica imported edible oils as follows, all from the United States: cottonseed oil, £42,675; corn oil, £21,262; bran oil, £1,050; and olive oil, £330.

Paints and Varnishes.—Imports, 1920: United Kingdom, £31,500; Canada, £4,024; United States, £19,800. The standard paint in Jamaica is "Hubbock's," an English paint. Canadian mixed colour paints are becoming favourably known, but in white paints ground in oil English paints are supreme. If a Canadian paint manufacturer were prepared to spend a few hundred pounds in advertising ready mixed paints for household use, Jamaican hardware men consider that a trade would develop which would more than justify the initial expenditure. It must be remembered that, unlike Latin-American communities, Jamaica is a land of frame rather than cement and tile dwellings, and therefore a considerable consumer of mixed paints. Canadian hard oak varnish has been favourably received.

Paper.—Imports, 1920:—

	United Kingdom	Canada	United States	Duty
Printing paper..	£ 3,000	£4,379	£31,845	Free
Writing paper..	11,000	2,900	12,000	16⅔ per cent
Other papers..	16,000	1,509	30,397	16⅔ per cent

As far as the writer could find out, no serious attempts have yet been made to sell Canadian paper products in Jamaica. Canada exports huge quantities of paper, yet Jamaica buys most of its paper from the United States. Kingston paper dealers expressed surprise that they had not seen Canadian paper salesmen, remarking: "The business is yours if you go after it." Jamaica imported between four and five hundred thousand dollars' worth of paper products last year, yet Canada supplied less than 10 per cent of it. Only the cheaper grades of writing and wrapping papers are bought. A little wallpaper and a good deal of "Tanglefoot" fly papers are imported.

Potatoes—Duty 1s. 6d. per barrel of 180 pounds.—In 1920, potatoes to the value of £3,685 were imported from the United States, and £4,042 from Canada. The market for imported potatoes is limited to Kingston.

Perfumery and toilet articles to the value of £31,000 were imported into Jamaica in 1920, over 80 per cent of which was American. Canadian articles of this description can undoubtedly be sold in Jamaica simply by putting attractive displays and showcards in the shops. A druggist in Kingston told the writer that if a certain leading Canadian manufacturer of toothpaste, for example, supplied him with his bright, attractive display cards and gave him terms as liberal as the average American manufacturer, he would guarantee to sell as much of this Canadian toothpaste as of any one American paste.

Silk Stuffs.—The sale of silks in Jamaica is limited to the cheaper lines of women's piece-goods. Importations in 1920 amounted in value to £46,000. In normal less prosperous years the value of a year's importations would amount to about one-fourth of this sum.

Soap, Laundry—Duty 2s. 6d. per 100 pounds.—The value of imports in 1920 was £109,567, of which all but £5,432 came from England. Jamaica is no small soap market, and English soaps are supreme.

Whisky.—At least two cases of Scotch whisky are consumed to every bottle of rye. In 1920, over 20,000 cases of "Scotch" were imported and a few hundred cases of rye. Rum is very cheap in Jamaica, and whisky has a comparatively limited consumption.

Wood Products.—Most of Jamaica's building lumber is pitch pine imported from New Orleans, which last year cost the island £188,234. Only very small quantities of white pine or spruce lumber can be sold in Jamaica, last year's total imports being worth £9,000, of which £3,092 was Canadian and £6,000 American. The value

of the island importations of hoops, staves, and shooks (duty free) in 1920 was £247,586, of which £210,275 was American trade, £36,062 British, and £1,249 Canadian. The fact that Jamaican rum and molasses barrels are fabricated of hardwood accounts for the comparative insignificance of Canadian business in this particular line. Of 1920's total match imports of £20,307, Swedish matches to the value of £15,386 were imported. Canadian matches are unknown in the island.

THE FINANCIAL AND COMMERCIAL SITUATION IN BRAZIL DURING JULY

TRADE COMMISSIONER E. L. MCCOLL

Rio de Janeiro, August 10, 1921.—Exchange was very weak during the first three weeks of July. The market did not improve over that of June and milreis continued to fall from 9$346 to the United States dollar on the 1st of July to 9$714 during the third week. However, the last days of the month saw a strengthening of the market, and milreis for the first time in many months took an appreciable upward turn to the extent of about 12 per cent over the few previous days.

This rise has caused a great deal of optimism in financial and commercial circles, which see on the horizon a change for the better. This optimistic feeling must, however, be taken conservatively and with a certain amount of caution. The reasons for the appreciation of the milreis may be partially accredited to the following: The report that Belgium had purchased 700,000 bags of coffee, which was more or less confirmed by the Government warrantage of a like quantity at Santos; an increase in the movement of sugar, rice and lard from other Brazilian ports; the purchase of small quantities of coffee futures by New York importers and a slight increase of orders from Europe.

The feeling of optimism and confidence which this renewed activity has created is as much responsible for the rise as the direct effect of the presence of foreign bills. It must, however, not be forgotten that imports still continue in excess of exports, that tens of thousands of contos are lying in the banks ready to be exported but waiting for a more favourable exchange, and that each dollar or pound sterling purchased reacts against the value of the milreis. It may therefore be said that though rock bottom may have been reached, the return of the milreis to four to the dollar will be a very slow process.

Average: First week July, 9$508; second week July, 9$655; third week July, 9$637; fourth week July, 9$419; first week August, 8$374.

High, 8$205, August 2.

Low, 9$804, July 8.

Quotations are the number of milreis to one American dollar.

The following figures give an approximate value of nine leading exports from Rio and Santos in $1,000 (Canadian). Now that the rubber trade has fallen off, four-fifths of Brazilian exports are being shipped from these two ports.

—	Coffee	Manganese	Meat	Sugar	Beans	Cotton	Rice	Hides	Lard	Sundry	Total
12 months 1919........	281,802	3,896	13,012	5,390	4,967	7,984	2,178	6,229	9,100	3,228	337,702
12 months 1920........	211,803	8,179	11,856	4,996	2,307	12,466	15,999	4,631	1,792	1,502	275,526
First 6 months 1921...	54,086	2,734	5,108	356	8	120	315	1,079	556	315	56,780
July 1-27..............	11,412	273	....	170	....	33	294	235	20	16	12,458

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

III

Foodstuffs—*Continued*

FRESH FRUITS

This item consists chiefly of apples, and the value of such imports for 1920 reached $23,070. More than half the amount in question is credited to Australia, with small shipments from Spain and Italy. Canada secured $4,420 worth of the trade, which, with one exception, is her lowest total in an annual average which, pre-war, was over $40,000 in value.

There will always be a definite market for Canadian apples in South Africa. Shipments should commence in early September and continue for delivery here not later than the first week of December. The medium-size red apple, in boxes, is the favourite in demand. Now that cold storage accommodation is available on the ships of the Canada-South Africa service, exporters of Canadian apples should take advantage of these facilities and secure every inch of such space for shipment to the South African market, where the demand is unquestionable. At the moment there is in cold storage here a considerable amount of South African fruit, which may possibly affect the market a little later, although not at the time at which Canadian apples can be shipped.

FRUITS—BOTTLED AND TINNED

The import total under this heading, for 1920, while largely in advance of that for 1919, is less than half the average total of pre-war years, for which an average of 800,000 pounds is recorded. During last year a total quantity of 311,893 pounds was imported, the chief source of supply being Australia with 124,912 pounds, the United Kingdom coming next with 70,407 pounds, and the United States third with 66,961 pounds. Spain and Portugal divide the remaining quantity, with small shipments from India and Greece.

A sample shipment is recorded from Canada, and it is believed that if a real effort were made by Canadian exporters at least a small portion of this trade might be secured.

VEGETABLES—TINNED OR PRESERVED

While not approaching the totals of several years up to and including 1916, the import total under this heading in 1920 was greatly in advance of the three previous years. The 1920 figures are 1,463,432 pounds. Of this quantity, Canada succeeded in bringing up her total to within a small amount of the previous best year, being credited with 109,214 pounds. Both the United States with 572,899 pounds, and the United Kingdom with 169,391 pounds, made distinct advances on their 1919 shipments. Belgium, which had previously shipped to an average of 800,000 pounds annually, but had dropped out of the market during the later war years, revived her trade to the extent of 361,726 pounds. Holland, France and Italy, in the order named, again made substantial headway towards their pre-war figures, while China, Australia, Portugal, and Spain shared in the market to a smaller degree.

Canada's opportunity in regard to this line of import should be favourably affected by selling arrangements recently completed for certain brands. The secret of success is, of course, continuity of shipment. If buyers at this end know that there is no question of their being able to replace stock at any time, without long

delays, they are more inclined to purchase than where there are only occasional offers. Certain Canadian lines have attained quite a popularity, and there is daily evidence of possibilities of an increased Canadian trade in these lines. The best sellers in tinned or preserved vegetables are: peas (2-pound size), corn (2 and 2½-pound size), and tomatoes (2½-pound size).

DRIED FRUIT

This item includes prunes, apple rings, apricots, and certain Oriental products. During 1920, 362,542 pounds were imported, which amount approximates the pre-war annual total. The trade is chiefly in the hands of Australian and United States shippers, the former sending 176,506 pounds and the latter 131,948 pounds. Next in order are India with 21,071 pounds and Ceylon with 16,141 pounds. The United Kingdom, France, Greece, Turkey and Spain, each formerly shipped in fair quantities, but they have very small amounts to their credit last year. The favoured position of Australia and the United States in this trade is simply the result of direct representation. Agents of these shippers are right on the ground actively pushing sales all the time. Canada had a small share of this business prior to 1917, since which year no shipments are recorded.

CONDENSED MILK

The imports of condensed milk during 1920, while very much in advance of the two previous years, are still largely behind the annual totals prior to 1915, when the yearly average was 22,000,000 pounds. Prior to the war, the United Kingdom supplied two-thirds of this trade, and Holland took second place. During recent years, however, the United States has come rapidly forward, while during the past two years Australia has secured the largest share. During 1920, imports from the Commonwealth amounted to 5,444,861 pounds, and from the United States 3,200,103 pounds. Canada made a distinct advance on her previous figures during the past year, and is credited with a total of 1,943,434 pounds, Holland, Norway, and the United Kingdom, in the order named, shipping smaller quantities, while New Zealand and Belgium have small shipments recorded for the first time.

It is possible that the total import of condensed milk will not again reach the average pre-war amount, owing to the advance of the dairying industry in the Union and adjoining territories. There will, however, always be a big demand for this product, and the reputation achieved by two Canadian brands which have been introduced here should lead to an advance in the amount of business credited to Canada. The increased trade enjoyed by the Dominion during the past year is chiefly due to the efforts of a recently organized Canadian company, which is represented in each centre of the Union. It is worthy of note that while such an increase in the quantity is recorded, there has not been a single complaint in regard to quality, which speaks volumes for the methods employed in producing and marketing the Canadian product.

It may be mentioned that, prior to 1914, it was exceedingly difficult for any overseas manufacturer to secure a real share of the market for this commodity, owing to restrictions of purchase which had been laid down by a world-wide combine, and unless this organization reverts to its unfair pre-war methods, there can be no doubt that a large proportion of the South African trade in condensed milk can be held by Canada.

COCOA, CHOCOLATE AND COFFEE MILK

The demand for this type of product advanced more than 100 per cent during the past year, and necessitated the importation of 43,707 pounds. The trade is divided between the United Kingdom and Australia; the former shipped 25,227

pounds during 1920, and the latter 18,432 pounds. Sample shipments have been received in recent years from Canada and the United States, but business does not appear to have resulted.

DRIPPING AND FATS

During last year 2,126,999 pounds of dripping and fats were imported, being an advance of 300 per cent over the average of previous years. This trade is chiefly shared by Australia, which shipped last year 1,064,244 pounds, and the Argentine, which shipped 953,732 pounds. The United Kingdom, the United States, British East Africa, and Brazil follow with smaller quantities in the order named. Samples of commodities under this heading came in from Canada during 1919 and 1920, the amount in the latter year being 190 pounds. It is hoped that Dominion exporters can come into the market with these products. The large demand warrants a good effort being made.

LARD AND LARD SUBSTITUTES

During 1920 a total of over 500,000 pounds was imported under this heading. Canada does not appear to have made any efforts in this direction so far as the South African market is concerned. If any exporting houses are interested, this office will be glad to supply full particulars as to the demand, sources of competition and other helpful information.

BACON AND HAM

The total imports of bacon and ham last year only reached 84,167 pounds as against over 4,000,000 pounds pre-war. While the bacon and ham curing industry has made tremendous strides within the Union in recent years, as was shown in last year's annual report from this office, this is not the only reason for the decrease recorded. The chief reason possibly is the absence of supply from overseas during the past two or three years. Canada has not shared in the trade under this heading during the last three years, but inquiries have recently passed through this office for fairly large quantities, although the prices submitted were received on a falling market and at the moment of the collapse in buying. There is no question as to the South African market being a particularly promising field for Canadian bacon and ham, if prices are competitive, just as soon as conditions approach normal, and especially after employment is resumed in the mining centres.

MEAT PRESERVED AND TINNED

The total import under this heading last year (2,093,771 pounds), was only a fraction under that of 1914. The United States continues to increase her share of this business, and last year came into first position with a total of 660,016 pounds. Australia was second, with an increase over her previous figures since 1915, and totalling 518,385 pounds. Uruguay very materially increased her total during 1920, shipping 323,380 pounds, while the Argentine made an advance over 1919 figures and shipped 165,562 pounds.

The United Kingdom last year secured the best total on record since 1919 with 359,549 pounds, being an advance of 500 per cent over her 1919 figures. Canada also came into the market last year in a more than usually extensive way, being credited with a shipment of 22,403 pounds. France and New Zealand shipped small quantities. A large proportion of the amount credited to certain sources of supply during 1920, was from stocks sold in the United Kingdom, and dealers speak highly of the packing and quality. There will always be a fairly heavy demand for these products, and Canada can undoubtedly secure a share of the trade if prepared to compete with the United States and Australian shippers.

Under this heading, but in the category of "Meats Salted and Cured," 61,451 pounds were imported last year, the amount being rather less than the previous annual average. Almost the whole of this trade is in the hands of United States shippers.

SAUSAGE CASINGS

An increased demand is evidenced in the total import of sausage casings for 1920, which reached 348,867 pounds. The United States secured the largest proportion of this total and shipped 264,371 pounds, Canada came next with 57,217 pounds, while the United Kingdom and Australia shared the balance of the trade. It is a pleasure to record Canada's progress in shipments under this heading, and it may be distinctly traced to direct representation. There can be no doubt whatever that in the hands of an energetic and reliable agent, Canadian products such as sausage casings will find a ready and increasing market.

PICKLES

Last year 430,402 pounds of pickles were imported into the Union, which quantity compares favourably with the pre-war average. The United Kingdom continues to hold the bulk of the trade, and last year shipped 346,325 pounds. The United States continues to increase its shipments during 1920, and almost doubled the previous year's figures by shipping 78,147 pounds. Australia, which during 1918 and 1919 shipped very large quantities, reduced her amount last year to less than 2,000 pounds. For the first time shipment is recorded during 1920 of 1,301 pounds from Hong Kong. A sample import is shown from Canada during the past year, and there would seem to be every probability, from orders already placed, that if shipments prove satisfactory, Canada will figure more prominently under this heading in future.

COMMON, DAIRY AND TABLE SALT

The annual import of common and dairy salt, which previously ran to as high as 8,700,000 pounds, was considerably less than 1,000,000 pounds during 1920, while table salt increased slightly over the war period average, as 863,255 pounds was imported. Almost the whole of the business in salt from overseas is in the hands of United Kingdom exporters. Casual shipments have been received from time to time from Egypt, Portugal, Belgium and the United States, but no continuity of trade has been secured. Australia came into the market with table salt in 1920, when 5,790 pounds were shipped. The market for table salt in packages will probably increase, but for common salt it is likely to decrease.

SAUCES

This item largely increased so far as import quantities are concerned. Last year 1,290,502 pounds were shipped. The United Kingdom continues to hold a large percentage of the trade here, her figures for 1920 being 1,055,480 pounds. The United States took second place with 113,022 pounds. Australia is rapidly increasing her trade under this heading, and last year shipped 82,425 pounds, while China and India are credited with 32,072 pounds and 4,504 pounds respectively. Small shipments also coming from Hong Kong and Japan.

A large portion of the trade in sauces is done with leading popular brands, and United Kingdom and United States manufacturers having good representation here are able to consolidate their position.

GOLDEN SYRUP

The pre-war average import of golden syrup was well over 10,000,000 pounds, so that last year's total of 1,832,424 pounds is very much behind former figures. The bulk of the trade remains in the hands of United Kingdom shippers, who were responsible for 1,539,179 pounds. During 1920 the United States shipped 293,098 pounds, and this was by far the largest import total from that country. Canada is credited with 147 pounds last year. During 1917, the Dominion shipped as much

as 12,480 pounds which, although comparatively small in quantity, was entirely satisfactory as to quality, and if quotations can be given that are at all competitive, there is no doubt that Dominion exporters can find a market in South Africa for this product.

WHISKY

The total quantity of whisky imported during 1920 reached the pre-war average, 512,779 gallons being received. Practically the whole of this business is in the hands of United Kingdom shippers, the only exceptions last year being 475 gallons from Canada, 288 gallons from Australia and 252 gallons from the United States.

For the information of possible shippers in the Dominion, the new South African Customs duties are appended.

Tariff item	Article	Duty £	s.	d.	Rebate upon goods of British Manufacture
44.	Spirits—				
	(*a*) Perfumed, per imperial gallon	1	19	0	Nil
	and in addition per £100	10	0	0	Nil
	(*b*) Liqueurs, cordials and mixed spirits, exceeding 3 per cent of proof spirit, per imperial gallon	1	18	6	Nil
	or per £100	25	0	0	Nil
	Whichever duty shall be the greater.				
	(*c*) Other sorts exceeding 3 per cent of proof spirits, per imperial proof gallon	1	17	6	Nil
	No allowance will be made for underproof in excess of 15 per cent.				
	(*d*) Medicinal and toilet preparations and essences (liquid), syrups and tinctures, containing over 3 per cent of proof spirit, per imperial gallon	1	18	6	Nil
	or per £100	25	0	0	Nil
	Whichever duty shall be the greater.				

Such spirits if and when overproof shall be specially entered and the strength overproof declared, and the duty on the mixture shall then be leviable at £1 17s. 6d. per imperial proof gallon, or 25 per cent ad valorem, whichever duty shall be the greater.

THE "DAILY MAIL" IDEAL HOME EXHIBITION, 1922

A communication has been received here from the Secretary to the High Commissioner for Canada in London, England, stating that it is intended to hold the above Exhibition at Olympia, London, W., from March 1 to 25, 1922. This series of bi-annual exhibitions was instituted in 1908 and is a demonstration of the science and art of home-making. It attracts an ever-increasing attendance of the general public, the average last year being over 325,327. The volume of business done was extensive.

The following sections are planned for the 1922 Exhibition:—Furniture, furnishings, housing construction, decoration, sanitation, ventilation, heating, lighting, cooking, labour-saving, garden, poultry, music and recreation, and child welfare. Included in these sections is a very wide range of commodities manufactured and supplied by factories in Canada, and the Exhibition affords a very desirable means of furthering our export trade to the United Kingdom. Plans, application forms, and all further particulars can be had on application, from The Organizing Secretary, *Daily Mail* Ideal Home Exhibition, 130 Fleet Street, London, E.C. 4.

MANUFACTURED MICA EXEMPTED FROM CUSTOMS DUTY IN INDIA

Notification is made by the Director-General of Commercial Intelligence, Calcutta, that manufactured mica has been exempted by the Government of India from payment of import duty.

PACKING FOR EXPORT TO ITALY

Trade Commissioner W. McL. Clarke

Berne, July 26, 1921.—The proper packing of goods for shipment to Italy is essential in building up a permanent Canadian export trade with that country. In modern export practice, quality, price and accommodation would seem to be the three most important determining factors, and good packing naturally comes under this last-named head. The Italian importer who buys Canadian goods has the right to expect that the merchandise ordered will arrive at the Italian point of destination in as good a condition as when it left the Canadian factory. To disappoint the importer in this respect is to fail to accommodate him and his customers, and thereby to weaken the possibility of repeat orders which mean permanent export trade. Canadian prices may be on a level with or below other competition, and quality may be equal or superior to that of the product of other countries, but if defective packing is evident, the third factor (viz., that of accommodation), which results in continued business, is removed. Next to price and quality, the accommodation an Italian importer receives will determine the future orders placed with the Canadian exporter, and the importer will not feel himself accommodated if the goods arrive damaged, missing, or so packed through carelessness or ignorance that heavier customs duties are charged than would otherwise be collected.

The ultimate end therefore of good packing for the Italian market, from the viewpoint of modern export practice, is to please the importer, who, other determining conditions being at least equal, will be anxious to push the sale of Canadian products. Good quality and the best trading terms will be of no avail if the importer cannot count on safety in carriage and the arrival of unimpaired, intelligently packed goods from Canada.

EXAMPLE OF POOR PACKING

The writer happens to know of an important firm in Milan which gave orders some time ago in Canada for electric light bulbs. These came forward—shiped via an American port—but many were broken and damaged, with the result that when the Milanese house, unconscious of the dilapidated condition of the shipment and consequent state of the goods, had resold them to different consignees in Italy, complaints began to come in to the office on the worthless condition of the filament lamps. Local litigation followed, and though the American export agency and not the Canadian firm may in this case have been responsible for the poor packing of the bulbs, yet the Italian importer has refused to make any further purchases from Canada. What might have been a profitable and permanent business has turned out to be a loss at the outset to both the Canadian and the Italian business firms. What is worse, such an unfortunate occurrence reacts indirectly against Canadian export trade in those Italian circles familiar with the incident. The foreign customer in this case was certainly not pleased, and thus the end in view in this particular case was defeated.

RESPONSIBILITY GENERALLY RESTS ON MANUFACTURER

It is a well-known fact that most of Canada's export trade with Italy has been done via New York or English ports, and though this policy will now gradually change in favour of Canada through the inauguration of direct lines between Montreal and Genoa and other Italian ports, yet it is to be expected that certain shipments will at times continue to arrive in Italy after having been first consigned to an American port. To those who may avail themselves of the facilities offered by certain foreign or even Canadian export freight agencies for the shipping of goods to Italy, the writer would point out that the Canadian manufacturer, in his own best interests, should as a general rule endeavour to avoid the necessity for repacking

by the export agency, whether it be in the United States or in Canada, and that he should always so send his goods from the factory that no repacking is necessary. This will ensure that the merchandise will arrive in the ultimate country of consignment in a satisfactory condition. Such is the ideal policy and should be equally as practicable.

Examples are all too many of the actual producer of the goods for foreign trade relying hopefully on the repacking by the export house at point of transit, but it should be noted that repacking there is very unlikely to take place. Of course if the Canadian manufacturer is carrying on his export trade indirectly through such a medium, he should follow implicitly any packing instructions he receives from such export agency, and in fact he should take pains to demand from the intermediary to know what style of packing is best suited to his particular kind of goods. Then let him pack his products for the full length of the necessary transportation.

Assuming now that the Canadian manufacturer is exporting direct from his factory to an Italian purchasing house, there are some general considerations which may conveniently be laid down, and although they may apply equally to the packing of goods for other countries, their reiteration here would seem to be of value.

PACKING—A SCIENCE

(1) The right packing of goods for export is a science in itself and should be most carefully studied by Canadian firms with little experience in the foreign field, who should by thorough investigation acquaint themselves with its fundamental elements. The best text books on the subject of packing should be consulted, interviews should be had with the leading export freight forwarding agencies, and opinions exchanged with other manufacturers who are doing export trade. The use and adaptability of various kinds of containers to his own particular product should be exhaustively examined by the Canadian manufacturer, who will then be in a position to decide whether cases, crates, bales, barrels, stout cardboard boxes, or other special forms of packing lend themselves most suitably to his own export trade.

The best methods of putting up certain articles, e.g., shelf goods, as hardware, so that the labels will be intelligible and the packages attractive to the Italian, and hereby cater to the tastes of the ultimate retail buyer, should also be a feature of the Canadian manufacturer's preliminary and continual investigation. If a home manufacturer will only take the trouble to benefit by the recorded mistakes and findings of others more experienced, he will be far on his way to an appreciative understanding of adequate packing methods and to an avoidance of the penalties of defective packing. The Canadian exporter has everything to gain by being familiar with the experiences of those who have gone before him, and what actual conditions are in this phase of the export trade.

BREAKAGE

(2) In order that Canadian goods may arrive in first-class condition in Italy, they should be so packed that breakage, loss, or pilfering is next to impossible.

Breakage depends not only upon the manner in which fragile or breakable products are arranged inside the packing case, but also upon the kind of wood used in the construction of the cases. There is therefore both an interior and an exterior aspect to this question. If the lumber is too light or too thin, the contents of the case are liable to partial or total damage in transportation. Good timber is also to be preferred, and it may be stated as a sound principle that it should never be of a flimsy character, but always strong enough to hold out against the strain of the journey and to withstand the handling incident to the loading and discharging of the merchandise from truck to steamer, from deck to hold, from hold to deck, from deck to lighter or quay, from quay to customs sheds, and thence to importers' warehouse at port of entry, or else by train to Italian inland destination. Though the cases must be sufficiently strong and well made for protecting the contents within,

yet it is possible to go to the other extreme and use too stout timber which adds unnecessarily to the cost of the case and to the freight expenses. A substantial package is wanted, but the value of lightness, coupled with strength, is not to be overlooked. Additional strength, an informant told the writer, may be given a lighter packing case by using wooden braces at the corners and exterior wooden bands reinforced with metal strips. It should further be kept in mind that packing cases should not be excessively large as ocean freights are charged on cubic feet displacement, except when the freight would be higher on a weight basis.

As to interior packing to prevent breakage, it may be stated that the merchandise generally should be arranged in such a manner that the goods will be held securely in place and that any amount of jolting will not move them from their original setting. Various well known devices, such as suitable partitions rigidly fastened, interior supports or strutting, elastic pods, wooden wool, corrugated paper or types of filling material may be employed to this end, their suitability depending upon the kind of goods being packed.

LOSS

By loss the writer refers first of all to what may disappear from within the packing case through the loose packing of smaller articles which are generally accessories to something larger. For example small screws, bolts or nuts belonging to machinery should not be thrown loosely and individually into the box containing the machine, as in the unpacking they may be inadvertently thrown out with whatever is serving as the filling material. Rather should such parts and similarly small articles be collected, wrapped in heavy paper or cloth and fastened with twine to the machine itself or else fitted into their own positions in the machine.

Then again loss may occur through deterioration taking place in the products shipped, on account of climatic conditions. These in Italy however do not per se call for any packing different from what is in use in Canada. This fact is evident when one considers that Genoa and Montreal are very near the same latitude and that Naples, the other leading Italian port, is quite remote from the tropical zone. Deterioration or loss however does sometimes occur to goods arriving from the trans-atlantic owing to the fact merchandise is at times necessarily left on lighters in Italian ports or on open quays for a longer period than the normal unloading time. The result is that the goods may be subjected to unfavourable atmospheric conditions. Then unless goods which are likely to be damaged by rain or dampness are not well protected within the case by waterproof paper or by a tin or zinc lining, and unless the bright parts of machinery for example are protected by a rust preventive, deterioration will naturally ensue.

PILFERING

By pilfering of course is meant petty thieving which so often occurs in all parts of the world and from which Italy at times is not immune. Provision against this filching, especially in the shipment of such goods as provisions, hardware, boots and shoes, etc., should always be taken into consideration. The writer has at various times had his attention called to the pilfering of foodstuffs particularly, in Italian ports and warehouses. Canned salmon as one specific product from Canada may be cited. Several devices have been found by exporting firms for guarding against these possible losses, e.g., the using of steel bands fastened with leaden seals as a strapping for cases, the belting of single or double stranded iron wire around the middle and each end of the case, so tightly that it cuts into the wood when it is twisted and the ends nipped off very closely, or often the employing of some kind of modern safety clips as heavy lead seals for holding securely together the sides and top and bottom of the packing case. These or similar methods can almost always be followed out with great advantage, and though the initial cost of the packing may thereby be slightly raised, yet inadequate packing protection is false economy on the part of the Cana-

dian consignor and ends in the annoyance and displeasure of the Italian consignee.

Before closing this paragraph it may be suggested that a practice which has met with favour among Italian importers, viz., the enclosing within the packing case on top of a certified list of the articles contained therein, be sometimes adopted by Canadian manufacturers. Such practice guards against any shortages occurring, and, especially in machinery shipments, is a check against the omission of parts.

GUARDING AGAINST EXCESSIVE CUSTOMS DUTIES

(3) Packing is generally an item of expense to the Canadian manufacturer, while it may also often be a direct cost to the Italian importer. This latter contingency arises through the imposition of customs duties. In the case of a product subject to a relatively high rate of duty on gross weight, the weight of the packing is often an important factor in determining the importer's laid-down cost of the article after customs clearance. As a general rule merchandise subject to a low rate of duty is dutiable on gross weight, while merchandise subject to a higher rate is dutiable on actual or legal net weight.

(1) In Italy articles subject to a rate up to but not exceeding 30 lire per quintal (100 kilos), pay customs duties on gross weight, except mineral oils (see hereunder); (2) duties are collected on legal net weight for (*a*) mineral oils subject to a duty exceeding 20 lire per 100 kilos; (*b*) for coffee; (*c*) for spun and wire-drawn materials, would on wooden bobbins, and which are liable to a duty exceeding 30 lire per 100 kilos; (*d*) for other goods subject to a duty of more than 30 and up to 50 lire per 100 kilos; and (3) duties are collected on the real net weight, for goods not enumerated in the preceding paragraph 2, subject to a duty exceeding 50 lire per 100 kilos. Hence the importance to the Canadian manufacturer of being familiar with the Italian customs tariff on his particular product and the necessity of keeping the packing always as low as is consistent with safety in transportation, so that the duty levied at the Italian customs house may not be raised above its minimum. This kind of intelligent packing applies not only to merchandise subject to duties on gross weight, but also to merchandise otherwise dutiable, as legal net weight is ascertained by subtracting from the gross weight a certain fixed percentage for tare.

Again, a familiarity with the Italian Customs Tariff is of vital importance in the packing of what may be termed dangerous goods, so that the shipment will conform with the requirements of Italian law. On the other hand a manufacturer without knowing the duties levied on different merchandise might otherwise be inclined to make mixed shipments which would often entail a considerable amount of inconvenience to the importer, owing to the difference in the respective duties charged.

A further point may be added in this connection, viz., the importance of always packing in such a manner that the Italian customs inspection may be facilitated as much as possible. Nothing is gained by making the officials' task more difficult than is absolutely necessary, while the easier his duty is, the quicker is the examination and the greater the satisfaction of the importer.

MARKING

(4) Once the packing case is nailed or cleated and strapped with wire or iron bands or wooden battens, as thought desirable, particular care should be given to the marking of the cases for shipment to Italy. In this connection it may be mentioned, as a general rule, that the employment of old cases which have already been used in the domestic trade is to be discountenanced. Even if the former markings have been fairly well effaced some confusion may arise and, what is more, a second-hand case is generally not so strong, nor does it on the whole please the Italian importer so well.

In the second place whatever markings are placed on the case should be legible at a short distance and inerasible. Writing on the top with a brush is a careless mode of designation and should under no conditions be employed. Stencilling or the printing of two- or three-inch letters with rubber stamps is not more difficult while such a system has the advantage of being much more distinct and the letters are less liable to be smeared in transit. Cases should preferably be marked on two adjoining sides at least, as the directions can then be followed without having to stop to turn the case over—the marking of top and bottom and two sides has of course its evident advantages.

The printing of trade marks or advertising matter on the packing case, especially on those containing articles which are tempting to pilferers, cannot be recommended, nor does it seem, judging from conversations which the writer has had, that the printing of "this side up" or "handle with care" on the packing case, has much practical value even if printed in Italian. If in English, such instructions are absolutely useless.

There are no particular export marks required by the Italian Customs, but it may be suggested that packing cases should bear at least the gross and net weights (in the metric system preferably), the identifying mark of the consignee, and the Italian destination in case it is different from the port of discharge. It need hardly be added that all marks and numbers on the packing case should correspond precisely to those on the covering invoice and bill of lading.

RECAPITULATION

To recapitulate: (1) The Canadian manufacturer in his packing methods should strive to gain the goodwill of the Italian importer be he the direct buyer or the intermediary who resells to the consumer. For package goods to be finally disposed of in a retail shop, it is especially necessary that the smaller containers and wrappers catch the eye and interest the ultimate consumer. The importer must be satisfied and pleased, while the retail buyer must be attracted and interested.

(2) The most acceptable packing methods and the highest packing standards must be studied with the same degree of intensity as are other questions bearing directly on the succssful prosecution of a permanent export trade with Italy.

(3) The most punctilious care must be taken in protecting export shipments against breakage, loss, or filching, and to guarantee the carriage of goods in safety to the ultimate point of destination in Italy. Too much attention can hardly be given to securing and protecting the goods inside the case.

(4) Italian Customs excesses must be painstakingly avoided and

(5) the marking of cases must be clear and intelligible.

Finally it is to be pointed out that our exporters may, by the kind of packing they employ in shipping to Italy do much either to arrest Canadian trade or to aid the development of our export trade with this country. A manufacturer's indifference or failure in this phase of his export activities reflects unfavourably on Canada's ability as a whole to carry on foreign commerce satisfactorily, while on the other hand his care even to the minutest details and his success in this export essential not only tend to make his own individual competition effective, but create a strong sentiment in favour of Canada, which psychologically at least, is in the largest interests of Canadian export trade.

REMOVAL OF BELGIAN RESTRICTION ON IMPORTS OF WHEAT

Licenses will be no longer required for the importation of wheat into Belgium after August 20, 1921, according to a cable dated August 20, 1921, from Acting Commercial Attaché S. H. Cross at Brussels, published in the *United States Commerce Reports.*

EFFECT OF THE ENGLISH COAL SITUATION IN ARGENTINA

Mr. B. S. Webb, of the Argentina, writes from Buenos Aires under the date of July 30, 1921, as follows:—

The effect of the coal situation in England is shown by the figures relating to the importation of coal into Argentina during the month of June, 1921. Total imports for the month amounted to 137,817 tons, of which 3,400 tons came from the United Kingdom, 7,061 tons from South Africa and the balance from the United States. A large American coal concern has been operating in Argentina for five or six years, whilst another company has commenced business during the past few months. Seven years ago the coal trade in Argentina was almost entirely in English hands and American coal was practically unknown.

PROPOSED SYSTEM OF INVOICE FEES ON IMPORTS FROM FOREIGN COUNTRIES

In view of considerable misunderstanding existing with regard to the establishment of the proposed system requiring that all invoices covering goods to the value of $100, or more, when imported into Canada from foreign countries, shall be viséd by an officer appointed by the Canadian Government, the Department of Trade and Commerce has issued the following statement:—

Legislation empowering the Canadian Government to institute the proposed system was passed in an amendment to the Customs Act at the last session of Parliament. The scheme is to be brought into force by proclamation when the necessary arrangements are made to that end. This will require some months.

The proposed certificates are to be signed by a Canadian Trade Commissioner, British Consul, or other accredited officer in the form or to the effect prescribed in that behalf by the Governor in Council, who may also prescribe the fee to be charged therefor.

It will be observed that the scheme is to be applied to goods imported from foreign countries only—viz., outside the British Empire.

As is well known, many consular officers of other countries are established in Canada. For years they have been collecting fees on invoices covering exports from Canada to the various foreign countries. In some cases no fee is charged; in others a rather heavy fee is imposed. Some have adopted a flat rate; others charge a fee on an ad valorem basis. The fees which have thus been collected in Canada in the aggregate amount to a very large sum. As an example, it may be mentioned that in the case of the United States there are at present approximately thirty-one United States consular offices in Canada. For the United States fiscal year ended June 30, 1920, the United States consuls in Canada, on exports amounting to over $500,000,000, collected nearly $500,000 in invoice fees alone; that is to say, about one-tenth of one per cent. This sum not only paid the entire expense of the United States consular service in Canada, but produced a handsome revenue, as the total expenditure for the United States consular service in Canada during this period was a little over $270,000.

Had Canada imposed an invoice fee on exports from all foreign countries to the Dominion during the year 1920, a very large revenue would have been received.

The new system, if established, will enable the department to very considerably extend the Commercial Intelligence Service in various parts of the world, whereas at present it is difficult to obtain a sufficient sum by parliamentary appropriation to extend the service to such proportions as the department so greatly desires.

Again, the Department would have greater freedom of action rather than being curtailed as at present in having to ask Parliament for the sum that is considered vitally necessary. While a large parliamentary appropriation would appear to be a heavy direct tax upon the people of Canada, under the proposed system an even

larger amount could be obtained which would not in reality be a tax upon Canada to the extent believed by many, as many Canadian exporters have informed the department that they pay the foreign consular fees collected in Canada out of their own pocket and do not pass the charge on to the foreign importer. Thus Canadians pay the fees collected in Canada in a large measure themselves. It is reasonable to suppose that Canadian importers would to the same extent be relieved of the payment of the fees collected abroad. In any case, the tax would be so widely distributed it would be a trifling consequence.

At present Canada has abroad twenty Trade Commissioners, ten of whom are in foreign countries. No revenue is derived from this service at present, whereas the total expenditure, which has to be voted by Parliament and is a direct tax upon the public, is approximately from $230,000 to $240,000 per annum.

The proposed scheme would operate as a further Imperial preference, as the imposition of the fees is not proposed to be applied to goods imported into Canada from within the British Empire.

It is proposed that British consuls throughout the world shall act for Canada, and that in the more important centres Canada will establish additional Trade Commissioners, which will enable a great extension of the Commercial Intelligence Service, especially in many countries in which Canada has no direct trade representative at present.

By the utilization of British consuls, who will retain a proportion of the fee collected, the Canadian Commercial Intelligence Service will become more closely associated with the British consular offices scattered throughout the world, thus effecting a very considerable economy in expenditure and rendering it unnecessary for Canada to duplicate the Commercial Service of the United Kingdom.

Under the new system, all officers, whether British consuls or Trade Commissioners or other accredited agents authorized to visé export documents, will be in constant communication with the Department of Trade and Commerce at Ottawa as to purchases made in foreign countries when possibly similar supplies might be purchased in Canada or within the Empire at more reasonable prices.

Again, much valuable statistical data will thus be made available as to the origin by districts of imports from foreign countries.

The fee which at present is proposed—that is to say, $2.50—is the same fee as that which is charged in Canada by United States consuls, and much lower than by other countries, and indeed in some cases the fee is charged on an ad valorem basis. While this fee would be 2½ per cent on a shipment valued at $100, yet it would be trifling in shipments of $5,000, $10,000, or $50,000. Upon the payment of the fee, the viséing officer will attach a stamp thereto, which will serve as a check upon the invoices issued.

Criticism has been made of the proposed system that considerable delays would of necessity follow. While delays might be unavoidable in the beginning, yet the same system as that adopted by foreign consuls in Canada will be put into force, which permits of the exporter forwarding his papers by mail to the viséing office with instructions to such office after viséing the documents to mail them to the importer. This avoids personal calls upon the viséing officer and consequent loss of time.

The department firmly believes that with the new system the present Commercial Intelligence Service could be greatly extended and it could add to its foreign staff able, experienced, and well-paid officers who would doubtless in a large measure further assist in the sale of Canadian commodities abroad. They would unquestionably be able to reveal many new, unrecognized and exceptionally attractive commercial and industrial opportunities for Canadian exporters.

The net result will be that Canada will obtain a greatly increased Commercial Intelligence Service, the total expenses of which will be more than offset by the total fees collected.

UNITED STATES ANTI-DUMPING ACT, 1921

In view of inquiries which have been made regarding United States anti-dumping legislation, the following sections of the Anti-dumping Act of 1921, forming Title II of the Act, which includes the Emergency Tariff, are herewith quoted in full for the information of Canadian exporters. The effect of the Anti-dumping Act is to levy, under certain conditions given below, a special duty equal to the difference between the "foreign home value" of goods and the actual "sales price." Unlike the new schedule of duties in the Emergency Tariff, which are to remain in force only six months from the date of enactment, the anti-dumping law is a permanent measure:—

Sec. 201. (*a*) That whenever the Secretary of the Treasury (hereinafter in this Act called the "Secretary"), after such investigation as he deems necessary, finds that an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of the importation into the United States of a class or kind of foreign merchandise, and that merchandise of such class or kind is being sold or is likely to be sold in the United States or elsewhere at less than its fair value, then he shall make such finding public to the extent he deems necessary, together with a description of the class or kind of merchandise to which it applies in such detail as may be necessary for the guidance of the appraising officers.

(*b*) Whenever, in the case of any imported merchandise of a class or kind as to which the Secretary has not so made public a finding, the appraiser or person acting as appraiser has reason to believe or suspect, from the invoice or other papers or from information presented to him, that the purchase price is less, or that the exporter's sales price is less or likely to be less, than the foreign market value (or, in the absence of such value, than the cost of production) he shall forthwith, under regulations prescribed by the Secretary, notify the Secretary of such fact and withhold his appraisement report to the collector as to such merchandise until the further order of the Secretary, or until the Secretary has made public a finding as provided in subdivision (*a*) in regard to such merchandise.

SPECIAL DUMPING DUTY

Sec. 202. (*a*) That in the case of all imported merchandise, whether dutiable or free of duty, of a class or kind as to which the Secretary has made public a finding as provided in section 201, and as to which the appraiser or person acting as appraiser has made no appraisement report to the collector before such finding has been so made public, if the purchase price or the exporter's sales price is less than the foreign market value (or, in the absence of such value, than the cost of production) there shall be levied, collected, and paid, in addition to the duties imposed thereon by law, a special dumping duty in an amount equal to such difference.

(*b*) If it is established to the satisfaction of the appraising officers that the amount of such difference between the purchase price and the foreign market value is wholly or partly due to the fact that the wholesale quantities in which such or similar merchandise is sold or freely offered for sale to all purchasers for exportation to the United States in the ordinary course of trade, are greater than the wholesale quantities in which such or similar merchandise is sold or freely offered for sale to all purchasers in the principal markets of the country of exportation in the ordinary course of trade for home consumption (or, if not sold or offered for sale for home consumption, then for exportation to countries other than the United States), then due allowance shall be made therefor in determining the foreign market value for the purposes of this section.

(*c*) If it is established to the satisfaction of the appraising officers that the amount of such difference between the exporter's sales price and the foreign market value is wholly or partly due to the fact that the wholesale quantities, in which such or similar merchandise is sold or freely offered for sale to all purchasers in the principal markets of the United States in the ordinary course of trade, are greater than the wholesale quantities in which such or similar merchandise is sold or freely offered for sale to all purchasers in the principal markets of the country of exportation in the ordinary course of trade for home consumption (or, if not so sold or offered for sale for home consumption, then for exportation to countries other than the United States), then due allowance shall be made therefor in determining the foreign market value for the purposes of this section.

PURCHASE PRICE

Sec. 203. That for the purposes of this title, the purchase price of imported merchandise shall be the price at which such merchandise has been purchased or agreed to be purchased, prior to the time of exportation, by the person by whom or for whose account the merchandise is imported, plus, when not included in such price, the cost of all containers and coverings and all other costs, charges, and expenses incident to placing the merchandise in condition, packed ready for shipment to the United States, less the amount, if any, included in such price, attributable to any additional costs, charges, and expenses, and United States import duties, incident to bringing the merchandise from the place of shipment in the country of exportation to the place of delivery in the United States; and plus the amount, if not included

in such price, of any export tax imposed by the country of exportation on the exportation of the merchandise to the United States; and plus the amount of any import duties imposed by the country of exportation which have been rebated, or which have not been collected, by reason of the exportation of the merchandise to the United States; and plus the amount of any taxes imposed in the country of exportation upon the manufacturer, producer, or seller, in respect to the manufacture, production or sale of the merchandise, which have been rebated, or which have not been collected, by reason of the exportation of the merchandise to the United States.

EXPORTER'S SALES PRICE

Sec. 204. That for the purpose of this title the exporter's sales price of imported merchandise shall be the price at which such merchandise is sold or agreed to be sold in the United States, before or after the time of importation, by or for the account of the exporter, plus, when not included in such price, the cost of all containers and coverings and all other costs, charges, and expenses incident to placing the merchandise in condition, packed ready for shipment to the United States, less (1) the amount, if any, included in such price, attributable to any additional costs, charges, and expenses, and United States import duties, incident to bringing the merchandise from the place of shipment in the country of exportation to the place of delivery in the United States, (2) the amount of the commissions, if any, for selling in the United States the particular merchandise under consideration, (3) an amount equal to the expenses, if any, generally incurred by or for the account of the exporter in the United States in selling identical or substantially identical merchandise, and (4) the amount of any export tax imposed by the country of exportation on the exportation of the merchandise to the United States; and plus the amount of any import duties imposed by the country of exportation which have been rebated, or which have not been collected, by reason of the exportation of the merchandise to the United States; and plus the amount of any taxes imposed in the country of exportation upon the manufacturer, producer, or seller in respect to the manufacture, production, or sale of the merchandise, which have been rebated, or which have not been collected, by reason of the exportation of the merchandise to the United States.

FOREIGN MARKET VALUE

Sec. 205. That for the purposes of this title the foreign market value of imported merchandise shall be the price, at the time of exportation of such merchandise to the United States, at which such or similar merchandise is sold or freely offered for sale to all purchasers in the principal markets of the country from which exported, in the usual wholesale quantities and in the ordinary course of trade for home consumption (or, if not so sold or offered for sale for home consumption, then for exportation to countries other than the United States), plus, when not included in such price, the cost of all containers and coverings and all other costs, charges, and expenses incident to placing the merchandise in condition packed ready for shipment to the United States, except that in the case of merchandise purchased or agreed to be purchased by the person by whom or for whose account the merchandise is imported, prior to the time of exportation, the foreign market value shall be ascertained as of the date of such purchase or agreement to purchase. In the ascertainment of foreign market value for the purposes of this title, no pretended sale or offer for sale, and no sale or offer for sale intended to establish a fictitious market, shall be taken into account.

COST OF PRODUCTION

Sec. 206. That for the purposes of this title the cost of production of imported merchandise shall be the sum of—

(1) The cost of materials of, and of fabrication, manipulation, or other process employed in manufacturing or producing, identical or substantially identical merchandise, at a time preceding the date of shipment of the particular merchandise under consideration which would ordinarily permit the manufacture or production of the particular merchandise under consideration in the usual course of business;

(2) The usual general expenses (not less than 10 per centum of such cost) in the case of identical or substantially identical merchandise;

(3) The cost of all containers and coverings, and all other costs, charges, and expenses incident to placing the particular merchandise under consideration in condition, packed ready for shipment to the United States; and

(4) An addition for profit, (not less than 8 per centum of the sum of the amounts found under paragraphs (1) and (2) equal to the profit which is ordinarily added, in the case of merchandise of the same general character as the particular merchandise under consideration, by manufacturers or producers in the country of manufacture or production who are engaged in the same general trade as the manufacturer or producer of the particular merchandise under consideration.

REGISTRATION OF TRADE MARKS IN JAMAICA AND BRITISH HONDURAS

Trade Commissioner E. H. S. Flood

In continuation of the reports on the registration of trade marks in the British West Indies which appeared in *Weekly Bulletin* Nos. 914 and 915, the appended notes give an outline of the procedure to be adopted to obtain registration in Jamaica and British Honduras:—

Jamaica

Barbados, August 5, 1921.—A formal application under Law 37 of 1911 is required for the Registration of a Trade Mark. It must be accompanied by ten spare copies and a block or electro-type of the proposed trade mark. If such proposed mark contains any of the essential particulars set out in, and otherwise conforms to the law and rules and is distinct from any trade mark already registered or application pending, it is accepted and advertised in the *Jamaican Gazette* and in the absence of opposition, is registered at the expiration of one month from date of advertisement.

The fees are: Application 10s., registration £1, certificate 10s. Registration remains in force for 14 years and is renewable at the expiration of each 14-year period for a further 14 years on payment of a renewal fee of £1.

Applications for registration of trade marks registered in England which are accompanied by certificates of such registration may be registered immediately on receipt without prior advertisement. Applications for certain classes of trade marks, such as geographical names, surnames, etc., may proceed only by order of the Supreme Court of Judicature in Jamaica. Provision is made under the laws and rules for the correction, rectification and cancellation of entries as well as for appeals from any decision of the registrar.

Application for registration of trade marks should be made to the Registrar General, Spanish Town, Jamaica. A special form of application has to be filled in.

The Merchandise Marks Law, 1888 (Law 18 of 1888) provides penalties for forging registered trade marks and for applying any false trade description to goods. A registrable trade mark must contain or consist of at least one of the following essential particulars:—

The name of a company, individual or firm represented in a special or particular manner.

The signature of the applicant for registration or some predecessor in his business.

An invented or invented words.

A word or words having no direct reference to the character or quality of the goods, and not being according to its ordinary signification, a geographical name or a surname; and any other distinctive mark, but a name, signature, or word or words other than such as fall within the descriptons in the above paragraphs, shall not except by order of the court be deemed a distinctive mark.

British Honduras

In response to an inquiry from this Colony on the subject, the Acting Attorney General stated that the expression "Trade Mark" means a trade mark registered in the register of trade marks kept under the Trade Marks Act, 1906 (Imperial), and includes any trade mark which, either with or without registration, is protected by law in any British possession or foreign state to which the provision of the 91st section of The Patent and Designs Act, 1907 (Imperial) are under Order in Council for the time being applicable. He further stated that the procedure to secure the registration of a trade mark follows the English practice. For fuller information on the subject, application should be made direct to the Registrar of Belize, British Honduras.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING AUGUST 31, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending August 31; those for the week ending August 24 are also given for the sake of comparison:—

		Parity.	Week ending August 24, 1921	Week ending August 31, 1921
Britain.. .. ..£	1.00	$4.86	$4.0959	$4.1300
France. .. ..Fr.	1.	.193	.0860	.0868
Italy.. .. ..Lire	1.	.193	.0472	.0487
Holland. .. ..Florin	1.	.402	.3449	.3522
Belgium .. ..Fr.	1.	.193	.0842	.0843
Spain.. .. ..Pes.	1.	.193	.1441	.1446
Portugal. .. ..Esc.	1.	1.08	.1110	.1136
Switzerland .. ..Fr.	1.	.193	.1881	.1892
Germany. .. ..Mk.	1.	.238	.0132	.0128
Greece.. .. ..Dr.	1.	.193	.0619	.0634
Norway. .. ..Kr.	1.	.268	.1479	.1511
Sweden. .. ..Kr.	1.	.268	.2398	.2407
Denmark.. .. ..Kr.	1.	.268	.1863	.1982
Japan. .. ..Yen	1.	.498	.5397	.5417
India.. .. ..R.	1.	2s.	.2913	.2882
United States .. ..$	1.	$1.00	1.1100	1.1087
Argentina .. ..Pes.	1.	.44	.3357	.3326
Brazil.. .. ..Mil.	1.	.3245	.1387	.1358
Roumania.. .. ..Lei	1.	.193	.0135	.0136
Jamaica. .. ..£	1.	4.86	4.0861	4.1259
Shanghai, China .. ..Tael	1.	.631	.7839	.7761
Batavia, Java.. .. ..Guilder	1.	.402	.3468	.3548
Singapore, Straits Settlements.. .. .. $	1.	.49	.4773	.4804
Barbados.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
British Guiana.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
Trinidad. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
Dominica.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
Grenada.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
St. Kitts.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
St. Lucia.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
St. Vincent.. .. ..$	1.	1.	.84⅜–.86⅝	.84½–.87
Tobago.. .. .. $	1.	1.	.84⅜–.86⅝	.84½–.87

TENDERS INVITED

New Zealand

Copies of tender forms and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, N.Z., for equipment required by the Public Works Department, Wellington, N.Z. These tender forms and specifications are open to inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Tenders Board, Government Buildings, Wellington, in accordance with these specifications.

The details of tender for the Rangitaiki bridge are as follows: East Coast Main Trunk Railway; Rangitaiki bridge, 87 m. 77 ch.; plate girder spans; three 60-foot deck plate girder spans; nineteen 30-foot deck plate girder spans.

The works are to be carried out in accordance with the drawings, general conditions, specification, the standard bridge specification steel and iron materials and construction, and the standard bridge specification. The parts are to be delivered ex ship's slings at Auckland. All material required for the work, including holding-

down bolts with nuts, washers and gibs complete, steady-bolts with nuts and washers, and steady-pins, shall be supplied by the contractor. On file in the department will be found a blue print of the 60-span and of the 30-span girder plates, and also a blue print of the holding-down pins for the plate-girder spans. Pinned on the latter blue print will be found a plan of the holding-down bolts and girder-plates, showing the type number and the number required, which will correspond with the numbers on the blue print referred to.

Mangahao Electric Power Scheme.—The requirements include: 3-unit exciters, water wheels and accessories, generators, transformers, 110,000-volt insulators, lightning arresters, switch boards, and switches and accessories. These tenders close November 29, 1921.

Specifications and particulars for these materials can be obtained by interested Canadian manufacturers on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, where they are on file. Drawings of the electrical requirements are on the original copy of each specification.

Newsprint Requirements

Referring to tenders invited from New Zealand, printed in *Weekly Bulletin* No. 915, August 15, 1921, the Secretary of the Newspaper Proprietors' Association, Wellington, New Zealand, has intimated that the contract most nearly resembling the suggested one contained in the specifications will meet the wishes of the newspaper proprietors, but that intending tenderers need not conform to the contract as sent.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3393. **Dried green peas.**—A London company ask to be placed in touch with Canadian packers of canned green peas, for which they are in the market.

3394. **Salmon, condensed milk.**—A French firm desire correspondence with Canadian shippers of salmon and condensed milk.

3395. **Apples.**—An old and well-established Norwegian firm ask to get in touch with Canadian shippers of apples.

3396. **Small hardware.**—A firm of hardware merchants in good standing in Barbados would like to receive catalogues and price lists of butts and hinges of various sizes and makes.

3397. **Dried fruit.**—A large grocery and provision firm in good standing in Barbados would like to purchase Canadian dried fruit, including apples, dates, figs, prunes, etc.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Porsanger,* Canada Steamship Lines, about September 6; *Canadian Ranger,* Canadian Government Merchant Marine, Ltd., about September 10; *Megantic,* White Star-Dominion Line, about September 10; *Victorian,* Canadian Pacific Ocean Services, Ltd., about September 16; *Metagama,* Canadian Pacific Ocean Services, Ltd., about September 17; *Mercian,* White Star-Dominion Line, about September 17; *Megantic,* White Star-Dominion Line, about September 19; *Hastings County,* Canada Steamship Lines, about September 20; *Canada,* White Star-Dominion Line, about September 21; *Melita,* Canadian Pacific Ocean Services, Ltd., about September 23; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 30; *Megantic,* White Star-Dominion Line, about October 8; *Metagama,* Canadian Pacific Ocean Services, Ltd., about October 14; *Melita,* Canadian Pacific Ocean Services, Ltd., about October 21; *Canada,* White Star-Dominion Line, about October 22.

To London.—*Venusia,* Cunard Line, about September 9; *Canadian Runner,* Canadian Government Merchant Marine, Ltd., about September 10; *Grey County,* Canada Steamship Lines, Ltd., about September 15; *Vitellia,* Cunard Line, about September 16; *Wyncote,* Furness Line, about September 20; *Verbania,* Cunard Line, about September 23; *Brant County,* Canada Steamship Lines, about September 24; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about September 30; *Tarantia,* Cunard Line, about September 30; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., about October 6; *Vindelia,* Cunard Line, about October 7; *Vennonia,* Cunard Line, about October 14; *Venusia,* Cunard Line, about October 21.

To Glasgow.—*Cassandra,* Anchor-Donaldson Line, about September 10; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about September 10; *Canadian Squatter,* Canadian Government Merchant Marine, about September 14; *Cabotia.* Anchor-Donaldson Line, about September 17; *Gracia,* Anchor-Donaldson Line, about September 24; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about October 4; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about October 8; *Cabotia,* Cunard Line, about October 22.

To Hull.—*Wyncote,* Furness Line, about September 20; *Cornish Point,* Furness Line, about September 21; *Oristano,* Furness Line, about September 28.

To Newcastle-on-Tyne.—*Cairnross,* Thomson Line, about September 10; *Cairnvalona,* Thomson Line, about September 17; *Scatwell,* Thomson Line, about September 24; *Cairndhu,* Thomson Line, about October 1; *Cairnmona,* Thomson Line, about October 8; *Cairngowan,* Thomson Line, about October 15; *Cairnross,* Thomson Line, about October 22; *Cairnvalona,* Thomson Line, about October 29.

To Avonmouth Dock.—*Concordia,* Cunard Line, about September 10; *Turcoman,* White Star-Dominion Line, about September 10; *Lakonia,* Cunard Line, about September 16; *Mercian,* White Star-Dominion Line, about September 17; *Orthia,* Cunard Line, about September 24; *Cornishman,* White Star-Dominion Line, about September 24; *Welshman,* White Star-Dominion Line, about October 8; *Salacia,* Cunard Line, about October 11; *Concordia,* Cunard Line, about October 15; *Caledonian,* White Star-Dominion Line, about October 15; *Turcoman,* White Star-Dominion Line, about October 22.

To Manchester.—*Manchester Brigade,* Manchester Line, about September 10; *Manchester Producer,* Manchester Line, about September 17.

To Belfast.—*Lord Londonderry,* Head Line, about September 9; *Ballygally Head,* Head Line, about September 15; *Rathlin Head,* Head Line, about September 28.

To Dublin.—*Melmore Head,* Head Line, about September 17.

To Southampton.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9.

To Cardiff and Swansea.—*Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., about September 30.

To Cork.—*Melmore Head,* Head Line, about September 17.

To Leith.—*Cairnross,* Thomson Line, about September 10; *Cairnvalona,* Thomson Line, about September 17; *Scatwell,* Thomson Line, about September 24; *Cairndhu,* Thomson Line, about October 1; *Cairnmona,* Thomson Line, about October 8; *Cairngowan,* Thomson Line, about October 15; *Cairnross,* Thomson Line, about October 22; *Cairnvalona,* Thomson Line, about October 29.

To Londonderry.—*Ballygally Head,* Head Line, about September 15.

To Rotterdam.—*West Kebar,* Rogers & Webb Line, about September 10; *Merrymount,* Rogers & Webb Line, about September 17; *Ramore Head,* Head Line, about September 21.

To Havre.—*Grey County,* Canada Steamship Lines, about September 15.

To Hamburg.—*Merrymount,* Rogers & Webb Line, about September 17; *Ranmore Head,* Head Line, about September 21.

To Antwerp.—*Corsican,* Canadian Pacific Ocean Services, Ltd., about September 9; *West Kebar,* Rogers & Webb Line, about September 10; *Scandinavian,* Canadian Pacific Ocean Services, Ltd., about October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., about October 15.

To Naples-Trieste.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about September 14.

To Norwegian Ports.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 24.

To Scandinavian Ports.—*Wathena,* Sprague Line, about August 30; a steamer, Sprague Line, about September 15.

To Naples-Genoa.—*Caserta,* Canadian Pacific Ocean Services, Ltd., about October 18.

To South Africa.—A steamer, Elder-Dempster & Co., about September 30.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Voyageur,* Canadian Government Merchant Marine, Ltd., about September 29; *Honorius,* Houston Line, about September 30.

To St. John's (Nfld.).—*Manoa,* Canada Steamship Lines, Ltd., September 23.

To Barbados, Trinidad, and Demerara.—*Canadian Harvester,* Canadian Government Merchant Marine, Ltd., about September 7.; *Canadian Coaster,* Canadian Government Merchant Marine, about September 21.

To Nassau, Kingston and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., about September 27.

To Australia and New Zealand.—*Canadian Planter,* Canadian Government Merchant Marine, Ltd., about September 23.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about September 9 and 15.

From Quebec

To Liverpool.—*Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about September 10; *Megantic,* White Star-Dominion Line, about September 10; *Mercian,* White Star-Dominion Line, about September 17; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 24; *Canada,* White Star-Dominion Line, about September 24; *Megantic,* White Star-Dominion Line, about October 8; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about October 14.

From Halifax

To Liverpool.—*Thistlemore,* Furness Line, about September 8.

To London.—*Southwestern Miller,* Furness Line, about September 8.

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about September 7 and 14.

To BERMUDA, BRITISH WEST INDIES, AND DEMERARA.—*Chaleur,* Royal Mail Steam Packet Company, about September 16; *Chignecto,* Royal Mail Steam Packet Company, about September 30.

To SANTIAGO (CUBA), KINGSTON (JAMAICA), AND OUTPORTS.—*Nevis,* Pickford & Black Line, about September 20.

From North Sydney

To ST. JOHN'S (NFLD.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To ST. PIERRE ET MIQUELON.—*Pro Patria,* September 7 and 21 and October 5 and 19.

From Vancouver, B.C.

To HONOLULU, SUVA, AUCKLAND, AND SYDNEY.—*Niagara,* Canadian-Australasian Line, about September 10; *Mahura,* Canadian-Australasian Line, about October 8; *Waihora,* Canadian-Australasian Line, about October 15.

To NEW ZEALAND AND AUSTRALIA.—*Waiotapu,* Canadian-Australasian Line, about September 12; *Canadian Traveller,* Canadian Government Merchant Marine, Ltd., about September 15; *Canadian Scottish,* Canadian Government Merchant Marine, about October 5.

To YOKOHAMA, KOBE, MOJI, SHANGHAI, AND HONG KONG.—*Monteagle,* Canadian Pacific Ocean Services, Ltd., about September 24.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, AND HONG KONG.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about October 18.

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, MANILA, AND HONG KONG.—*Canadian Winner,* Canadian Government Merchant Marine, Ltd., about September 15; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., about September 15; *Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about October 13.

To YOKOHAMA, KOBE, HONG KONG, AND MANILA.—*Ixiom,* Blue Funnel Line, about September 23; *Talthybius,* Blue Funnel Line, about October 14.

To INDIA.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about October 15.

To LONDON, HAMBURG, ROTTERDAM, AMSTERDAM AND ANTWERP.—*Noorderdijk,* Royal Mail Steam Packet Company, about September 15.

To KOBE, SHANGHAI, HONG KONG AND MANILA.—*Harold Dollar,* Dollar Line, about September 24; *Melville Dollar,* Dollar Line, about October 24.

From Victoria

To YOKOHAMA, KOBE, HONG KONG, AND MANILA.—*Protesilaus,* Blue Funnel Line, about September 16; *Ixiom,* Blue Funnel Line, about October 7; *Talthybius,* Blue Funnel Line, about October 28.

PLOUGHING TRIALS IN SOUTH AFRICA

Mr. W. J. Egan, Canadian Trade Commissioner in Capetown, has transmitted copies of the report on *Ploughing Trials* which took place at the Experimental Farm of the Faculty of Agriculture, Transvaal University College, Pretoria, starting May 2, 1921. These are available to interested Canadian manufacturers upon application to Director, Commercial Intelligence Service, Ottawa (quote file No. 27514).

UNITED STATES AGRICULTURAL CREDITS ACT

The following telegram was received from Mr. M. M. Mahoney, Representative of the Department of External Affairs of Canada in Washington, dated August 25, 1921:

"Agricultural Credits Bill passed Congress last night and was immediately signed by President. The measure as agreed to empowers War Finance Corporation to issue one billion five hundred million dollars in its own bonds, and to land one billion for financing agricultural exports."

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using the ten letter Western Union code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul General.

Mexico:
Mexico, British Consul General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video, British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows. Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

VOL. XXV. September 12, 1921 No. 919

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, September 12, 1921** **No. 919**

IMPORTED GOODS TO BE MARKED WITH COUNTRY OF ORIGIN

In *Weekly Bulletin* No. 916, the regulations *re* the marking of imported goods with the country of origin was published. A memorandum of the Department of Customs and Excise, recently issued, announces that the date on which the regulations come into force, which was originally fixed at October 1, 1921, has been extended to December 31, 1921.

ARGENTINA'S STOCK OF CEREALS AVAILABLE FOR EXPORT

Mr. B. S. Webb, Canadian Trade Commissioner in Argentina, writes from Buenos Aires under date of August 6, 1921, regarding the stock of cereals available for export:—

According to the Statistical Division of the Ministry of Agriculture, stocks of cereals in the Republic on July 25, 1921, and available for export, amounted to 1,809,187 tons of wheat and wheat flour, 222,961 tons of linseed, and 2,984,344 tons of corn. Exports from January 1 to date, as compared with the same period of 1920, are as follows:—

	January 1 to August 1, 1920 Tons	January 1 to August 1, 1921 Tons
Wheat	4,767,263	1,449,234
Oats	245,640	255,803
Linseed	628,676	808,612

INAUGURATION OF FOREIGN EXCHANGE MARKET IN ARGENTINA

TRADE COMMISSIONER B. S. WEBB

Buenos Aires, August 6, 1914.—On August 1, a market for foreign exchange was inaugurated on the floor of the Buenos Aires Stock Exchange. According to the provisional regulations in force, business is to be confined to spot cash transactions in telegraphic transfers, and sight drafts for amounts not less than $1,000 Argentine gold. There are two markets daily of one-half hour's duration, commencing at 11.30 a.m. and 4 p.m. It is understood that it is the intention of the Stock Exchange authorities to extend the scope of the operations of the market to include business in exchange futures. The volume of spot cash business transacted, however, has not been very large, nor has it increased since the opening of the market. On the contrary it appears to have declined. It is understood that the banks do not favour this new departure of quoting exchange on the Stock Exchange, as they consider that they are in a better position to handle exchange business than brokers on the exchange. Transactions in cheques and telegraphic transfers were effected during the first day's business to the extent of £10,000 Sterling, 200,000 Liras, 100,000 Marks, 30,000 French francs, 1,600,000 Marks, 10,000 Pesetas and 20,000 Uruguayan dollars.

The form of operating on the stock exchange differs only in details from operations realized with the banks. The principal difference is that in the banks the

public operates directly, while on the stock exchange the interested person has to act through the medium of a broker. For example, a merchant wanting a draft for £50,000 sterling would instruct his broker to buy at, say, a maximum of 44 pence, being more or less the day's price for pounds sterling. If another broker, whose limit for selling is 44¼, offers the sum of £50,000 at this price the business is concluded and the liquidation of the operation takes place at once.

AUSTRALIAN LOAN FOR REPATRIATION PURPOSES

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, August 1, 1921.—The Australian Government has issued the prospectus of another internal loan of £10,000,000 for repatriation purposes.

The price of the issue is £96, and the date of maturity December 15, 1930. The rate of interest is nominally 6 per cent, giving an average yield of £6 12s. per cent per annum for the whole period of the loan. Interest will be subject to Commonwealth taxation, but will be free of state income tax. As in former loans, a subscriber to the new loan may convert bonds or stock of previous loans equal in amount to his new subscription.

But of the previous Peace Loans, the following sums have been expended on the repatriation of soldiers:—

Land settlement	£26,600,000
War service homes	12,200,000
War gratuities	2,800,000
	£41,600,000

In addition, there has been paid out of revenue for the repatriation of soldiers a sum of £11,300,000, making the total expended on repatriation £52,900,000.

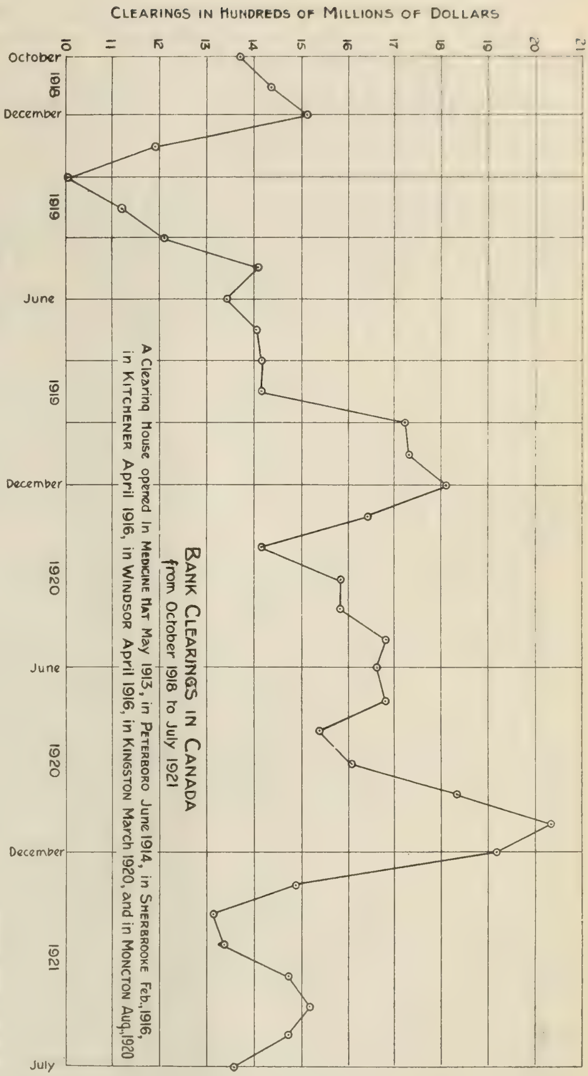
MARKET IN SWITZERLAND FOR ELECTRIC HOUSEHOLD APPLIANCES

A correspondent of *Kelly's Monthly Trade Review* writes that there is a trade to be had in Switzerland to-day in selling electrically-driven household appliances, especially washing machines, as the supply of electric energy, furnished by the steady development of Switzerland's vast resources in water-power makes the use of such appliances enormously cheap. There are scarcely any electric laundry machines manufactured in Switzerland, where from the smallest hand-power washer for all household purposes up to the large electrically-driven machinery suitable for laundries and public institutions would find a demand. Manufacturers of electric washing machinery might bear in mind that same should be arranged for direct current as well as 1/3 phase alternating current of 1/500 volts.

BANK CLEARINGS IN CANADA FROM OCTOBER, 1918, TO JULY, 1921

The graphs this week indicate the total bank clearings in Canada from October 1918, to July 1921, and the provincial clearings from 1913 to 1920.

The total clearings show in each year a gradual and almost steady rise from the end of the seasonal trade stagnation, usually in February, to the early winter months. This is due to the buying of commodities fo rthe coming autumn and winter business, followed by the crop movements from August to the end of the year. The notable exception recorded is in 1921, when the conditions of depression have resulted in a downward trend of business activity with its resultant decrease in money movement.



CLEARINGS IN HUNDREDS OF MILLIONS OF DOLLARS
BANK CLEARINGS IN CANADA
from October 1918 to July 1921
A Clearing House opened in MEDICINE HAT May 1913, in PETERBORO June 1914, in SHERBROOKE Feb., 1916, in KITCHENER April 1916, in WINDSOR April 1916, in KINGSTON March 1920, and in MONCTON Aug., 1920
October
1918
December
1919
June
December
1920
June
December
1921
July
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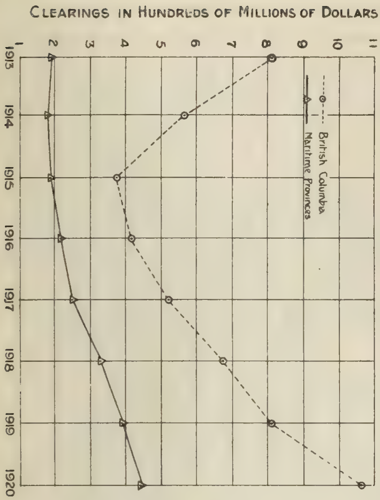
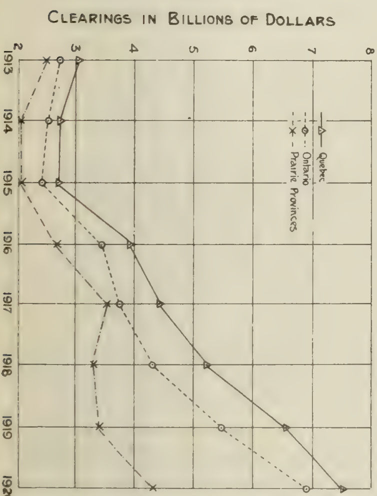


CLEARINGS IN HUNDREDS OF MILLIONS OF DOLLARS
British Columbia
Maritime Provinces
1913
1914
1915
1916
1917
1918
1919
1920
1
2
3
4
5
6
7
8
9
10
11



CLEARINGS IN BILLIONS OF DOLLARS
Quebec
Ontario
Prairie Provinces
1913
1914
1915
1916
1917
1918
1919
1920
2
3
4
5
6
7
8

PRESENT COMMERCIAL CONDITIONS IN SCOTLAND

Trade Commissioner G. B. Johnson

Glasgow, August 18, 1921.—The optimistic feeling in business circles, which has prevailed generally in this country, based on the assumption that labour in general would settle down to work on a lower-wage scale upon the termination of the coal strike, has not so far justified itself by events.

There has been general disappointment at the slow revival of business, the effect of the holiday season being duly discounted. While a rapid revival was not looked for, or even desired in the light of previous experience of boom periods, the improvement that has undoubtedly set in since the miners returned to the pits at the beginning of July, has been disappointingly slow.

In manufacture, Scotlands principal industry is shipbuilding, which centres in the Clyde area, and the output from which is about one-third of the total tonnage built in the United Kingdom. Clyde Shipbuilders are finding it difficult to add to their orders, although they have a good deal of work in hand. According to the *British Trade Review,* "Glasgow and Greenock yards have under construction at the present time, 238 vessels, totalling 1,246,318 tons, or only 20,000 tons less than a year ago." But the industry is in a far from satisfactory state. There is a glut of shipping everywhere, due to the shipbuilding boom recently in evidence throughout the world, particularly in the United States, and to the rapid decline in international trade since the Autumn of 1920. In addition, the depreciation of continental exchanges with sterling, has operated in favour of continental shipbuilders in mutually foreign markets. These depressing conditions have been aggravated by a series of labour disputes which have made it difficult for shipbuilding firms to either obtain or accept orders.

The state of the industry was forcibly brought home to the whole country by an announcement last week that one of the best known of the Clyde shipbuilding firms decided to close down its Clyde yard at the end of November. This firm has been justly famous throughout its long career, first on the Thames and latterly on the Clyde, for its unequalled productions and its generally harmonious relations with its employees. In every respect they have been benefactors of a most practical kind. They state that this step has been forced upon them " by repeated strikes, reduction of output, and demarcation disputes," making the cost of the finished ship excessive, and the date of delivery uncertain. As an illustration of their difficulties, they tendered recently for a steamer for India, at a price which left them no profit. Although their tender was the lowest in the country, it is stated, it was £6,000 over that of the Dutch firm which secured the contract. They state, " We shall reopen when conditions enable business to be carried on with some chance of success."

Whether or not any significance is to be attached to the announcement of the above firm in the following connection, it is a fact that the strike of ship joiners, which had dragged out its disastrous progress for eight months, has finally been settled. A decision to return to work was arrived at yesterday, and it is one which will cause relief to thousands of other shipyard workers who have been thrown out of employment as a result of the dispute. In fact, labour in this country seems to be settling down in earnest, and there is a greater spirit of conciliation in the air. Wages and other oncosts have veered in favour of lower quotations for finished ships, and many other manufactured products. It appears to be evident that the sound instinct of the British working man has decided that salvation for himself is to be found by hard work and thrift; by returning to the employer an honest day's work for a reasonable wage.

UNEMPLOYMENT

Dr. McNamara, the Minister of Labour, said in the House of Commons last night that the figures of unemployment throughout Great Britain went up week by week from September last till the end of June, when the peak was reached. The

figures in June were 2,170,000, registered as totally unemployed, and 988,000 on short time. Each week since June there had been a continuous, if not very striking decrease. From July 1 to August 5 the number of totally unemployed had fallen by 400,000 and those on short time by 500,000. The downward trend was likely to continue. These numbers did not include miners.

HIGHER COST OF LIVING

The *Labour Gazette* issued yesterday gives statistics of the retail prices of food, etc., in the United Kingdom. The average increases on August 2 last, since July 1914, were, for all items, 122 per cent, and for food, 126 per cent. The former was an increase of 3 points over the previous month, and was not unexpected. The increase during the month was largely due to the advances in the prices of milk, butter and eggs, mainly brought about by the drought. Bacon and cheese were also dearer on the average. On the other hand, meat, sugar and potatoes were cheaper than the month before. The average increase in rents over 7 years ago was between 50 and 55 per cent. The average increase in the retail prices in coal since July, 1914, was over 160 per cent.

AUSTRALIAN CUSTOMS DECISIONS

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, August 1, 1921.—Under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of materials and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MATERIAL AND MINOR ARTICLES FOR USE IN THE MANUFACTURE OF THE UNDERMENTIONED GOODS WITHIN THE COMMONWEALTH

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use be given to the satisfaction of the collector within six months, or such further time as the collector may allow, after delivery by the customs)

Ammonia chloride for use in the production of tin ingots.

Enamels (placques, etc.) for the manufacture of jewellery.

Paper, unwaxed, not exceeding 20 pounds per ream of 500 sheets, 20 by 30 inches, for the manufacture of stencil paper.

Pearl shell, shaped but not drilled, for use in the manufacture of jewellery and buttons.

Plates, German silver, for the manufacture of jewellery, buttons, metalware and general purposes.

Wire copper, less than ·0177 of an inch in diameter, for use in the manufacture of piano strings.

Engines and the following articles for use in chassis of vehicles with self-contained power, propelled by petrol, steam, electricity, oil, or alcohol, viz:—lighting and self-starting systems complete, or in separate units; mechanical pumps for building into engines; oil guages; vacuum tanks; motor meters; spark plugs; switches and fuses; wire and wood wheels; demountable rims; crank cases; step-hangers and mud-guard brackets; magnetos; transmission linings and packings, and oil and grease cups.

Copper tubes, 10 inches and over in diameter, for the manufacture and repair of hydraulic presses.

Cast steel plate and sheet, ¼ inch and under in thickness, for the manufacture of knives and saws.

Band steel (grooved) 3 inches to 14 inches in width for solid rubber tires.

Caracul (piece goods) for the manufacture of bears, cats and other fur toys.

Metal mounts in the rough, viz:—harness mounts, vehicle mounts, belt clasps, dog collar furniture, razor strop furniture, and rug strap handles.

Buckles used for neckties.

MACHINES, MACHINE TOOLS AND APPLIANCES

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines)

Ironing machines, electrically heated, for the manufacture of corsets.

Lining apparatus for tannery use.

Meters, cylindrical station, and meters for ammonia test, for production of coal gas.

Trimming machine, automatic, for trimming rubber heels, soles, mechanical and other rubber goods.

Machines, machinery, etc., for the production of iron and steel, viz:—water tube boilers, steam-driven double-drum hoist, standard gauge locomotive, heavy duty horizontal cross compound blowing engines, air compressors 2,200 feet, turbo alternating units, K.W., gas meters, capacity 100,000 cubic feet per hour, suitable for A.C. 220 volt 25 cycle; centrifugal drier, 36 inches, centrifugal washers, cranes and changing machines, electric scale cars, locomotive crane, 15 ton; electric travelling crane 60 ton.

Spraying pistol for applying metal (molten) of one description (copper) to the surface of metal of another description (iron).

Cocoa and confectionery machinery, etc., viz.:—cocoa powder (disintegrator) machine. chilled rolled refiners, coke roasters, continuous moulding machines, Easter egg machines, electric weighers, enrober machines, granite-roll refiners, lining machines for cocoa tins, mogul machines, plansifter machines and worcester rolls.

Tire calender machines for rubber working.

Centrifugals for sugar production.

Single slotters for woodworking (peg-making) machines.

Automatic feeders for carding engines for yarn and textile manufacture.

The foregoing minor articles and machines, machine tools and appliances, are now admitted (for the purposes specified) free of duty if from the United Kingdom and at the rate of 10 per cent ad valorem if from any other country, including Canada.

TENDERS FROM AUSTRALIA

Trade Commissioner D. H. Ross

IMPORTANT AUSTRALIAN TENDERS

Melbourne, August 1, 1921.—Over a long period of years it has been the constant endeavour of this office to forward to the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa, copies of all such tender forms and specifications as were available by the purchasing departments of the Commonwealth and State Governments, and other public bodies.

Considering the importance of many of these large requirements to manufacturing industries in Canada, the department has invariably promptly published them in the first issue of the *Weekly Bulletin* following the receipt of the documents at Ottawa.

Further, to emphasize these overseas tenders, the department adopted the procedure of advising the manufacturers and producers likely to be interested in the particular plant or products for which tenders were invited. In quite a number of instances Canadian firms have succeeded in obtaining important contracts in Australia, but the results attained, by Australian tender forms and specifications being made available at Ottawa, have, in the main, been disappointing. In most cases manufacturers have shown a singular lack of interest in the business offering, which if placed before them in the domestic trade would likely prove exceedingly attractive. Some letters indicated that the terms and conditions of certain tenders were objectionable, but manufacturers in other countries (ultimately obtaining the contracts) were apparently able to overcome these slight obstacles.

TENDER FORMS NOT FORWARDED TO CANADA

It is a recurrent annoyance that many of the specifications received at this office, for contracts of large monetary value, cannot be sent to Ottawa, for the reason that

the early date at which the tenders close preclude their being forwarded for consideration by Canadian manufacturers. Should the tender forms be received a few days after the departure of the Vancouver or San Francisco mail steamers (as is frequently the experience) it means an enforced delay of from three to four weeks before the documents can leave Australia, hence leaving no time for the considreation of specifications in Canada, and being too late for the tenders to be completed and returned to Australia before the date of closing.

AUSTRALIAN PURCHASES MADE IN LONDON

The general practice of Australian purchasing departments is to have their tenders close in Australia on a given date. When an unexpected contingency arises (or through other causes), the purchasing departments cable their urgent requirements to London. In such instances the Australian agents for British or other manufacturers of the equipment wanted are advised, so that they can also communicate by cable with their principals. Some of the states adopt the procedure of forwarding their tender forms and indents, for railway and other materials, direct to their Agent General in London, who receives the tenders and places the contracts.

It must not be overlooked that copies of all specifications, tender forms and indents are usually mailed to the interested offices in London, but it is to "the cabled specifications" that the attention of Canadian manufacturers is particularly directed in this paragraph.

In addition to the office of the High Commissioner for Australia in London, there are also the offices of the Agent-General for each Australian state. The ordinary Federal requirements from oversea—while important—are comparatively limited, but, inversely, the state purchasing departments (such as for railways, public works, etc.) frequently cable orders of considerable magnitude.

Advice has been received that the Department of Trade and Commerce, Ottawa, is taking action in regard to such tenders as are called for by the London offices of the Commonwealth and State Governments of Australia, so that Canadian manufacturers may have an opportunity of submitting their quotations to London in the ordinary way, or by cable in the event of urgency.

TENDERS ARRIVING IN AUSTRALIA TOO LATE

To the knowledge of this office, numbers of Canadian tenders have reached Australia several weeks after the closing date, and hence could not be considered.

The time-tables of the mail steamers from Australia, arriving at Vancouver and San Francisco indicate such a brief stay in port that it is frequently impossible for specifications to be considered by interested Canadian manufacturers, and to submit their tenders to reach Australia by mail within the specified date. On several occasions, manufacturers have cabled their quotations to the Canadian Trade Commissioner, Melbourne, and, on their behalf, tenders were completed in proper form, which (in some cases) subsequently proved successful. This procedure was adopted as the only method by which—at the time—the manufacturers had an opportunity to tender, and it indicates the constant aim of this office to render practical service. Such practice cannot be encouraged for obvious reasons, and also because it has been necessary to assume a personal financial responsibility in furnishing the necessary preliminary deposits which, generally, must accompany each tender.

The procedure disclosed is given as an illustration of the necessity of Canadian manufacturers having representation in Australia, which subject is dealt with in subsequent paragraphs.

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CAPABLE AUSTRALIAN REPRESENTATION ABSOLUTELY ESSENTIAL

When endeavouring to secure trade in the home market, Canadian manufacturers spare no effort, nor necessary expenditure, to obtain payable business. It is, therefore, a remarkable anomaly that the same manufacturers in seeking oversea markets for their products become conservative in their methods, and parsimonious in their proposals, when the essential qualified representation in distant countries is a *sine qua non* to their achieving success.

Practically all the trading proposals received by this office are of selling the various lines upon a commission basis—i.e., payment on results—which, on the face of it, may appear an equitable proposition. The commission remuneration is, in the main, quite satisfactory when expert or technical knowledge is not required, but in the large purchasing orders placed oversea by Australian Government departments, and other public bodies, the equipment required is often highly technical in character.

As an illustration, to interest professional men in charge of engineering or electrical development, in new devices or equipment, it is advisable that the representative of Canadian manufacturers should be in a position to thoroughly understand the merits of the appliances he is desirous of selling. This immediately places him—other things being equal—in a much more favourable position with buyers than if he only had a superficial knowledge of his subject.

In opening up new trading connections of such a nature, can it be conjectured that the required expert representation is to be obtained on a commission basis, when much preliminary work is necessary? In any country, the labourer is worthy of his hire, hence qualified technical salesmen in Australia will rarely entertain proposals to devote their time and capital in endeavouring to sell machinery or equipment upon a commission basis.

Many British and American manufacturers have their branch offices and staff in Australia (in some cases in several cities), or they are represented by agents or travellers who thoroughly understand the lines they handle. There is only one method by which the management of skilled Canadian industrial enterprises can expect to be successful in obtaining large Australian contracts, and that is to emulate the procedure adopted by their competitors in other countries in securing the essential, dependable, representation. Once this representation is arranged, the manufacturers would not only have all their data available "on the spot," but after the receipt of the specifications in Canada, the quotations could, in most cases, be cabled in ample time to conform with tender requirements.

To the knowledge of this office, during the period of the war, at least one important Canadian industry paid (what may be termed) a retaining allowance to a responsible Australian firm of engineers, in order to be kept fully posted as to all the machinery requirements of the Commonwealth, and, in addition, gave a fair selling commission on the business secured. Upon the reorganization of the company, however, the allowance was discontinued.

PERSISTENT EFFORT SHOULD BE MAINTAINED

Too many Canadian manufacturers have taken "random shots" at Australian trade, and have not been so persistent as their competitors in other countries in recognizing the immense oversea requirements of the Commonwealth. After spasmodic efforts, some keen and capable manufacturers, showing considerable enterprise in the domestic trade, have, without any apparent good reason, withdrawn support to their Australian representatives. After the hard initial work accomplished on their behalf, in a somewhat conservative market, the manufacturers became too quickly discouraged, and, at a time when perseverance was necessary to obtain the required results, their practical interest was abandoned.

The reputation of a new line of manufacturers, in the preliminary effort in particular, depends greatly upon the calibre of the man who introduces it to both the large purchasing departments and to commercial houses.

REQUIREMENTS OF AUSTRALIAN RAILWAYS

There is no separate classification in the trade returns showing the value of the importations of the state-owned railway systems in Australia. Such importations are subject to customs duties in the ordinary way, but the Federal importations (unless otherwise arranged) are not subject to duties. It may be stated for general information that, from the latest statistical information, the mileage of all the railways open for traffic throughout Australia aggregates some 25,652 miles of various gauges. Their recapitulation is as follows:—

New South Wales	Government	railways,	4,824	miles	(head	office,	Sydney)
Victoria	"	"	4,189	"	"	"	Melbourne
Queensland	"	"	5,469	"	"	"	Brisbane
South Australia	"	"	2,289	"	"	"	Adelaide
Western Australia	"	"	3,538	"	"	"	Perth, W.A.
Tasmania	"	"	601	"	"	"	Hobart
Commonwealth	"	"	1,733	"	"	"	Melbourne
Private companies		"	3,009	"	"	"	various
Total Australian		"	25,652	"			

The New South Wales state railways are practically all of the standard gauge of 4 feet 8½ inches. The Victorian state railways are nearly all of the 5-feet 3-inch gauge. The Queensland state railways are of the 3-feet 6-inch gauge. The South Australia state railways comprise 1,080 miles of 5-feet 3-inch, and 1,029 miles of 3-feet 6-inch gauge. The Western Australia state railways' entire track of 3,353 miles is of 3-feet 6-inch gauge. The Tasmania state railways are of 3-feet 6-inch gauge. The Commonwealth Government railways (chiefly in the states of South Australia and Western Australia) comprise 1,051 miles of 4-feet 6-inch, 478 miles of 3-feet 6-inch, and in the Northern Territory 200 miles of 3-feet 6-inch gauge. The private company lines comprise 1,609 miles of 3-feet 6-inch gauge and 1,070 miles of 2-feet 6-inch gauge. The unaccounted gauges are of comparatively unimportant feeder lines varying from 1 foot 8 inches to 3 feet.

It is obvious that these Government railways require considerable quantities of imported materials of a most comprehensive variety.

RAILWAY AND TRAMWAY WORKSHOPS

The railway workshops of Australia form an important position in the metal, machinery, and wood-working industries, and are chiefly state owned and operated. In 1919, some 18,000 men were employed in these workshops, and in that year the total value of their output is given at £5,037,255.

The following figures, relative to the rolling stock on all Australian railways, are for the year 1919: 3,787 locomotives, 5,360 passenger cars, and 80,485 freight and other cars. In recent years, with rare exception, the entire rolling stock has been constructed in Australian railway workshops, although a large amount of materials was imported.

The workshops are kept up to date with modern equipment, and there is the recurrent replacement of machinery, lathes, etc., which should prove attractive to manufacturers specializing in this class of plant.

ELECTRICAL TRAMWAY DEVELOPMENT

In recent years considerable progress has been made in the adoption of electrical traction in tramway systems in the principal Australian cities and towns. In 1919 there were 628 miles of tramways in operation throughout the Commonwealth, of which 524 miles were controlled by government and municipal authority, while 104 miles were operated by private companies. The total cost of construction is given at

£14,588,578. Some 2,200 cars and 13,171 employees were engaged. The tramway systems are expanding and much of the undergear of the cars and overhead equipment is imported, thus forming a prospective field for electrical exploitation.

THE VICTORIAN GOVERNMENT'S ELECTRICAL SCHEME

In *Weekly Bulletin* No. 873, and some subsequent issues, appeared comprehensive reports upon the Victorian government's electrical development, and the expenditure of from $12,000,000 to $15,000,000 on the installation of the powerful generating plants and transmission lines. The work is proceeding apace, and from time to time it is anticipated that specifications for additional equipment will be issued.

Tender forms for each contract, so far issued, were promptly forwarded to the Department of Trade and Commerce, Ottawa, and to the Canadian Manufacturers' Association, Toronto, for the information of Canadian manufacturers. As a result, some industries in the Dominion have benefited by the receipt of substantial orders for this equipment. Numbers of contracts are not yet placed, but tenders from other countries have also been accepted—notably from the United States and England.

The successful completion of this extensive scheme is expected to greatly increase the demand for electrical equipment for both power and domestic requirements such as cooking stoves, heaters, and irons. Some of the goods already on the market are of Canadian manufacture.

TELEGRAPH AND TELEPHONE REQUIREMENTS

The telegraph, telephone, and radio services throughout Australia are under the control of the Commonwealth Postmaster General's Department—with head office in Melbourne. Much contemplated construction has been delayed through inability in recent years to obtain the materials from overseas.

Considerable quantities of Canadian copper and other wire were purchased during the period of the war and at subsequent dates, though, as far as possible, it is the aim of the department to secure their requirements from Australian manufacturers. The department, however, continues to be a large importer of materials and equipment necessary for the extension of new lines. It is therefore one of the most important purchasing departments in Australia, and their tender forms are frequently give publicity in the *Weekly Bulletin.*

Some of the difficulties which preclude sending some of the tender forms for telegraph and telephone requirements to the Department of Trade and Commerce, Ottawa, is that many items are specified to be in accordance with the "sealed patterns" to be seen at the chief purchasing office in Melbourne. There are no duplicates of the sealed patterns in Canada, hence the intermediary of expert agents is necessary before manufacturers in the Dominion can participate in this recurrent trade.

Many wall and table telephones are imported every year, and this mail takes forward to the Commercial Intelligence Branch a specification of the requirements of these lines, for the information of interested manufacturers.

Practically all oversea requirements (such as telephones, switch boards, wire, chemicals and radio equipment) are tendered for by the Australian representatives of oversea manufacturers.

PURCHASES BY OTHER DEPARTMENTS

In addition to the imported materials and equipment dwelt upon in other paragraphs, there are the "tendered requirements" of the Department of Defence, the Commonwealth Ship Construction Branch (with yards at Melbourne and Sydney),

and the New South Wales Government dockyards at Newcastle. The Public Works department in each state issues tenders, from time to time, for machinery, etc., used in the development of various enterprises.

The Commonwealth Printer (and the printer of each state) uses large quantities of paper, boards, etc., orders for which are usually placed through the local agents of oversea paper mills.

There are many electric light and power systems—chiefly owned by municipalities—throughout Australia which issue tenders, but the returnable date is generally too early to permit the information being sent to Canada.

SPECIFICATIONS AND DRAWINGS

No longer are contract specifications and blue print drawings to be obtained for the mere asking. This consideration was, years ago, somewhat freely extended by government departments to the representatives of oversea manufacturers, but the privilege was abused, hence—owing to the high cost of preparation and printing—this method of publicity has, perforce, been drastically curtailed. The specifications for Australian contracts are now—with rare exceptions—charged for, but generally the cost is remitted to any manufactures submitting bona fide tenders.

The cost of the specifications, obviously, vary according to the magnitude of the tender and the number of necessary drawings. In some instances the charge varies from 10s. 6d. to £1 1s. to £5 5s. as the case may be. It may well be asked if such essential expenditure is a legitimate charge which oversea manufacturers believe should be defrayed by an agent whose remuneration is based on a commission basis only. A few failures in securing orders would speedily discourage even the most competent salesman from purchasing and forwarding specifications to his Canadian principals. To ensure the receipt of these specifications and drawings, the Australian agent for oversea manufacturers would, naturally, expect that his principals would reimburse him for the necessary expenditure and cost of postage.

APPROVED LISTS OF CANADIAN MANUFACTURERS

In *Weekly Bulletin* No. 903 it was stated that some of the govenment purchasing departments in Australia had on file a list of "approved manufacturers" from which their requirements could be obtained in the usual manner—i.e., by tender. While that statement is correct (chiefly in regard to equipment for rolling stock of railways) in its application by some Australian states, yet it is not the universal practice throughout the Commonwealth. The extensive Victorian railway system (Melbourne) has no approved list of manufacturers, as it is considered that such restriction would limit their choice of materials. They have, however, a list of firms whose products have given satisfactory experience, and to whom tender forms (under arrangement) are mailed, but any manufacturers submitting tenders at a lower rate then their competitors would secure contracts provided the samples (if required) were approved. The deposits made with the tenders protect the railways from imposition by inferior equipment. To restrict orders to a limited number of manufacturers tends to retard competition.

Steps are now being taken by this office to endeavour to have the names of those Canadian manufacturers who have made application in the matter, placed on the approved list of such Australian States as continue their old established practice. Yet, without representation in Australia, the mere placing of names on approved lists is not likely to result in business being attained.

ALLOWANCES TO AGENTS FOR INITIAL WORK

The majority of Canadian manufacturers, seeking a market for their surplus production, would do well to devote some study to the geographical situation and trading

possibilities of the sister Commonwealth in the South Pacific. Few commercial houses in the Dominion realize that the island continent of Australia—with a coast line of no less than 12,210 miles—is slightly larger than the United States proper. Like Canada, it is a country of great distances, and the cost of travelling has immensely increased in recent years.

From a commercial point of view, Melbourne may be taken as the trading centre of the Commonwealth, and the distances to be covered ("there and back") by the representative of oversea manufacturers is approximately illustrated thus:—

Melbourne to	Sydney, N.S.W.	583	miles
" "	Brisbane, Queensland	1,308	"
" "	Adelaide, S.A.	483	"
" "	Perth, W.A.	1,886	"
" "	Hobart, Tas.	474	"

Especially when doing the hard missionary work incidental to introducing a new line—however estimable—of machinery, equipment and products, it is obvious that to maintain an expert traveller in such a vast territory requires a "retaining fee" towards covering the unavoidable expenditures incurred, as well as the additional reward of an over-riding commission on all sales effected in Australia. This is particularly the case when expert or technical knowledge is required towards securing contracts of considerable magnitude.

RELIABLE REPRESENTATION AND SUPPORT

The preceding paragraphs demonstrate that the only practical method to be adopted by Canadian manufacturers is, in the first instance, to obtain capable representation in distant markets if they are determined to secure oversea trade. To obtain that representation, the remuneration should be equivalent to that paid in securing business in the homeland, followed by close co-operation far beyond the expensive initiative stage.

Probably the expense of maintaining a direct representative in so distant a territory may be considered too great by many manufacturers, but (when the right man is available) such a course is preferable.

In so far as tenders are concerned, it has been indicated that Canadian manufacturers must have representation in Australia at least equivalent to that enjoyed by their competitors in other countries.

Australian commercial sentiment undoubtedly favours buying from Canada the bulk of the necessary importations from North America, and manufacturers should profit to the utmost in this regard by constantly endeavouring to study the requirements of the market waiting their development.

AGRICULTURAL IMPLEMENTS FOR THE DUTCH EAST INDIES

The Dutch East Indies have just had practical demonstration that native industries foreign to the soil, even when backed by the Government financially, cannot compete with the products of England, America, and the European Continent says the *British Export Gazette.* The experiment of manufacturing at Tjitjurug agricultural implements for the local market has proved an expensive failure. Our information is that the products of the industry could not be sold at so low a price as those imported, and their quality was nothing like so good. As a matter of fact, the implements manufactured were so faulty and weak that they could only be disposed of among the raw natives of the interior, and even these are now demanding something better. A splendid opportunity, we may remind interested readers, of introducing suitable types to the market.

PILFERAGE OF SHIPMENTS TO AUSTRALIA

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, August 1, 1921.—The report of the special Commissioner appointed by the Commonwealth Government to investigate the evil of pilferage of oversea and coastal cargo, has recently been made public. His conclusions should be of interest to Canadian exporters, as many losses have occurred in consignments from Canada to Australia during recent years.

The value of cargo pilfered and shortlanded cargo in Australia during the year 1920, is estimated at £380,000, of which £317,000 represented broachings from oversea cargoes, the balance (goods valued at £53,000) being from consignments in the interstate trade. From cargoes landed at Melbourne alone during 1920, goods valued at £101,500 were stolen. Conclusive evidence was forthcoming that pilfering took place prior to shipment, during the voyage, in the holds during discharge from the wharfs, and subsequent to delivery from the wharfs, but the percentage at each of the stages could not be ascertained.

Laxity of supervision over the cargo on the part of exporters and shipping companies, from the time of packing until delivery, together with the failure of the waterside unions to make any effort to stamp out the thieving, is referred to by the Commissioner in attempting to fix responsibility.

"Without the full and wholehearted co-operation of the unions concerned," the report states, "the thieving of cargo in Australia will remain forever as a standing disgrace to the good name of the nation. As long as the unions countenance, or even approve of, the thieving of cargo in Australian ports, by taking no action to prevent it, so long will cargo thieving continue, despite every other precautionary measure to prevent it."

With the object of preventing pilfering in future, the Commissioner makes the following recommendations:—

An improvement of the system of supervision during packing and delivery at port of export, and while goods are being stowed in the holds; the employment of a higher class of men supervising in the holds in lieu of the seamen, tally clerks, or casual workers at present employed; uniformity of supervision in all ports of Australia; the adoption of better casing for goods, many of the cases at present used being defective; no markings should be allowed on cases showing the nature of the contents. Consignees' marks on cases should be changed occasionally to prevent marks becoming too well known, and giving a clue to contents; a better system of tallying should be adopted. With interstate shipments, cargo is tallied at the receiving wharf, but not on the ship or on discharge, so that if any cargo is shortlanded it cannot be said where pillaging took place; protection should be provided on wharfs for heavy oils, varnishes, etc., which are at present left on the open wharf; cargo should be properly stacked in sheds. At present cargo is frequently jumbled together, necessitating its being moved a great deal in search for packages, resulting in breakages and consequent opportunities for pilfering. Magistrates should seriously consider, when pilfering is rife, the substitution of imprisonment for monetary penalties where an offender is convicted. Workers should be prohibited from taking lunch tins, billy cans, etc., amongst the cargo in sheds or holds. Proper shelter sheds should be provided for such workers. No persons should be allowed on wharfs who have not legitimate business there. In this connection fishermen are instanced. Police supervision should be strengthened, shipping and insurance companies to bear a proportion of the extra cost involved, if necessary. A sufficient number of watchmen should be employed to effectively look after the wharfs, and a check should be kept to see that their work is properly carried out. The "electric night" or "tell-

tale" clock system of checking watchmen is suggested. It is stated that some of the wharves are long, with two or three sheds on them, and that only one man is employed as watchman and gatekeeper.

In a further recommendation the commissioner suggests that a conference of the representatives of shipping companies, insurance companies, underwriters, merchants, manufacturers, Lloyd's agents and unions and heads of the police force be held in each state to consider the Commissioner's recommendations.

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

IV

Hardware

AXLES, BUSHES AND SPRINGS

The total value of axles, bushes and springs for carts, carriages, etc., imported during 1920, was $626,210. While Canada has shipped very small consignments on several occasions, the United States trade has always been on an average of nearly $20,000 a year, which increased last year to $47,270. The United Kingdom has always enjoyed the large proportion of this trade, and last year increased its total by over 40 per cent. There is a constant demand from this office for a supply from Canada, and manufacturers who are prepared to compete with either the United Kingdom or the United States will be assisted in every possible way, if they will send forward full information regarding their abilities for export.

METAL BEDSTEADS

The total trade under this heading increased in value during 1920 from $205,625 to $958,270, while the value of Canada's trade last year increased from $75 to over $1,000; there would seem to have been some misunderstanding on the part of Canadian manufacturers, who promised, if certain arrangements were made, that their Canadian plant would be able to ship several hundred metal bedsteads a month to this market. The same company, which has American interests, has more than doubled the shipments from their United States plant. It is to be hoped that whatever difficulties were encountered at the Canadian plant, have now been overcome, and that the share of trade promised will be in evidence in the 1921 trade returns. The United Kingdom, which always held the bulk of this trade, has again come into its own, having increased its export values from $146,535 in 1919, to $821,610 in 1920. Germany is again in strong evidence, shipping during 1920 to the value of $15,830. Sweden and Belgium are also credited with small amounts.

BOLTS, NUTS AND RIVETS

There is no indication, in the Trade Returns under this heading, of the quantity imported, either by weight or otherwise. The total value of goods shipped during 1920 reached $1,556,710, while the pre-war average only amounted to $340,000 yearly. The enhanced values of 1920, while representing an increase in quantity, are largely due to increased cost. The value of representation by manufacturers prepared to compete and ship regularly is again strongly in evidence under this heading.

Canada's trade increased in value from $15 in 1913, to over $95,000 last year. As in the past, the United Kingdom holds the bulk of the trade, her proportion of the 1920 total being $1,197,300. The United States shares in the total to the extent of $232,490, this figure being almost $10,000 less than that of the previous year.

Germany, which in pre-war years shipped an annual average of $17,000, has resumed export, and is credited with $3,650. Belgium, which formerly had an average annual importation of $5,000, last year shipped to the value of $23,000. Other countries in evidence are Australia and Japan.

The large proportion of imports in bolts, nuts and rivets are of the English pattern with a standard thread and with a heavier head than the usual American or Canadian pattern. This is due, of course, to the fact that most of the engineers, buyers, or workmen, indenting for, or using these articles, were trained in the United Kingdom.

CHAINS

While the value of Canada's exports to South Africa under this heading only reached $9,080 out of a total of $398,220 recorded for 1920, the amount again gives evidence of an endeavour by the factory representative to cover the field with his local agents. There are two Canadian plants now represented. The same evidence is gathered as to the value of representation from the United States figures, which last year totalled over $46,160, as compared with $4,850 in 1916. A large proportion of this business is entirely due to a special canvas made by American factory representatives late in the year 1919.

Canadian chain has proved very satisfactory, and if satisfactory as to price in the future, should secure a greater proportion of the trade. The United Kingdom has resumed quantity shipments, her share out of last year's total imports by South Africa being $321,890.

CUTLERY

The total value of cutlery imported during 1920 reached $1,626,230, an advance of 55 per cent over the previous year's figures, and nearly 70 per cent over the 1919 total. The United Kingdom easily led in amount shipped, being credited with $1,077,900, and followed by Germany with $237,370, a total more than double the previous year's shipment from that source. The United States shipped the third largest amount, totalling in value $150,890, while Canada secured $111,540 of the trade. The Dominion's total chiefly represents a brand of safety razor and a certain proportion of knives and forks. It is remarkable to note the way in which the United Kingdom has come back in this particular line and secured such a distinct advance on her former figures. Germany also has asserted itself and is in process of increasing her hold upon this market for the item under review, although a large proportion of German shipments are for the native trade. Japan shipped during 1920 an amount valued at $27,070, while smaller shipments are also recorded from Holland, Switzerland, France, Sweden and Belgium.

ENAMELWARE

The largest total yet recorded under this heading was reached in 1920, when goods to a value of $1,070,530 were imported, the United Kingdom securing first place with $486,070 worth. Germany came back to this market in a remarkable way with enamelware, advancing the value of her efforts from $825 in 1919, to $244,100 in 1920, an amount approaching the largest pre-war totals. The United States dropped back from her 1919 exports, shipping during 1920 $111,840. Canada is credited with $46,640 under this heading for the past year, and while this is an increase over 1919, the best previous year in the export of enamelware from the Dominion, there is not the entire satisfaction there should be with the Canadian product. No doubt a number of the complaints here are due to the fact that other countries are offering enamelware at very much cheaper prices, more particularly Germany, but there is undoubtedly a reason for some complaint in the poor quality and bad enamelling of portions of certain shipments. Germany is offering not only

its cheap qualities of former years, but certain lines, in particularly excellent 3-layer enamel, at prices less than half of those quoted by other countries. Japan has also gone ahead very strongly in this line, and last year shipped to the Union to a value of $91,610. It should also be mentioned that Germany's method of packing, and promptitude in shipment, are distinctly in advance of those of other sources of supply, and such features prove immense levers in the securing of business in this country.

ALUMINIUMWARE

This item grew beyond all previous proportions during 1920, when goods to the value of $303,620 were shipped. The previous largest total was in 1919, when $15,400 worth came in. The United Kingdom secured nearly 50 per cent of the trade, the value being $123,720; Germany came next with $77,610, and the United States third with $22,230. Canada is credited with shipments valued at $870, a slight advance on the previous year's figures. Small shipments are also recorded from Holland, Switzerland, India and Japan.

FENCING STANDARDS

The iron fencing post used in this country is of a standard type, samples of which are in evidence at the Sample Bureau of the Department of Trade and Commerce, Ottawa. Of a total of $709,370 worth imported under this heading in 1920, Belgium reverted to her prewar position in the trade, securing business to a value of $484,410. The United Kingdom values for last year's importations are almost four times greater than in any previous year, the 1920 total being $198,210. France and Holland came into the market again last year, the former shipping to a value of $17,590, and the latter $6,630. The United States increased its small annual total to $2,530. Efforts have been made continuously from this office to induce Canadian manufacturers to compete with Belgian firms on the fencing standards used in this country, and if manufacturers are now in a position to quote, the matter will be gladly taken up and such advice or information given as may be required.

In other fencing material, not standards or wire, the total imports are almost up to pre-war values, the amount for 1920 being $50,610; of this value the United Kingdom secured $42,800, the United States $3,440 and Canada $2,960.

HORSE SHOES

The total value of imports last year under this heading was $147,620, which is more than $130,000 less than the 1919 valuation. Canada's share of the trade dropped from $96,000 in 1919 to a little over $30,000 last year, while the United States dropped from $165,000 in 1919, to $35,000 in 1920; on the other hand, the United Kingdom exports to South Africa in horse shoes increased from $17,500 in 1919, to $82,110 in 1920. In pre-war years, the United Kingdom held almost the whole of this trade, securing in 1913, $94,000 out of a total trade of $100,000, and it would appear as if English shippers were again returning to their control of the trade.

LAMPS AND LAMPWARE

The total value of lamps and lampware recorded for 1920 reached $450,240, an amount approaching twice the value of pre-war shipments. Canada's share of this trade, so far as is known, should be entirely credited to lanterns, and from the good reputation established from 1918 onwards, Canadian representatives in this country should secure a much larger trade. The import from the Dominion for 1920 only reached $3,350, as compared with $6,400 in 1919. The United States continues to advance its exports to South Africa under this heading, and last year secured first

place with an import value of $211,970. In this amount are, of course, included coal, oil and vapour lamps, etc. The United Kingdom's share of the trade advanced 150 per cent over 1919 figures, the total being $158,510. Germany, Sweden and Japan came next in order with smaller shipments.

NAILS AND SCREWS

The total imports under this heading during 1920 were as follows: wire nails, $340,000; nails, n.o.p. and screws, $818,100. In the first item Canada secured the largest proportion of the trade, being credited with $171,100, while in the latter item shipments to the value of $50,520 are recorded. The United Kingdom reverts to her former position in the trade in regard to nails, n.o.p. and screws, securing $665,410 of the total trade; the United States comes next in order with $62,400. Smaller shares in the business covered by these two items are held by Sweden, Holland and Germany, while Switzerland came into the market for the first time last year. Canada has established a splendid reputation for quality and packing of nails to suit local requirements here, and there is no doubt that a continued endeavour on the part of Canadian manufacturers to compete with world-wide sources of supply will result in the Dominion holding the premier position in this market.

PICKAXES

The total imports in pickaxes were valued at $256,100, an increase over the 1919 valuation by more than $100,000. Canada's share of this total was $28,760, which, added to the year's purchases by the South African Government stores of $6,210, brings up the year's total almost to the 1919 figures. The United States total for last year was $7,920, a drop of more than $11,000 from the previous year, while the chief source of supply under this heading, the United Kingdom, increased its shipments from a value of $96,000 in 1919 to $219,280 in 1920. A small shipment of $14,000 is also recorded from Germany.

Canadian manufacturers should keep in mind that the United Kingdom manufacturer is their competitor for this trade.

SHOVELS

While over $100,000 less in value than the 1919 total, the importation of shovels during 1920 reached a total value of $439,140, the largest share of which was held by the United Kingdom, with $322,530. Canada occupied a second place in regard to this import, with a total value of $103,640, coupled with a value of $12,720 imported for the South African Government stores. The combined Canadian total, however, only reaches one-third of Canada's exports to South Africa for 1919. Shipments from the United States were also very much less during 1920, totalling in value $10,610, while Germany is responsible for $2,590.

The Canadian shovel has been adopted by some of the mines as their standard implement, and the only possible chance of Canadian manufacturers not continuing to hold this trade will be on the matter of price. The representatives of Dominion houses are certainly very keen and keep their respective firms in evidence on every occasion. Manufacturers must co-operate to the fullest extent with their representatives in South Africa, who will undoubtedly keep them fully posted regarding competition from other sources of supply.

MECHANICS' TOOLS

A considerable advance, approaching $600,000 in value over the 1919 total import, was recorded last year, when the amount shipped to the Union reached a total value of $1,885,710. Great Britain and the United States shared the bulk of this trade, the latter being in first position with $970,440, the United Kingdom figures being

$803,030. Germany came back very strongly during 1920, advancing her exports to South Africa from a total valuation of $675 in 1919 to $74,840 in 1920. Canada reduced her 1919 total under general imports to $11,760, which is far behind her total of 1917, when this item first became a separate customs entry. The position was more than made up, however, by importations during the year for South African Government stores, to a total value of $44,600. Smaller shipments were made by Sweden, France, Switzerland, and Belgium, in the order named.

Other tools, which included rakes, hoes, etc., were imported to a value of $405,550, of which amount Canada is credited with $28,900. The larger proportion of this trade is now divided between the United States and the United Kingdom, the latter making a distinct advance last year.

TIN AND TINWARE

This item, which does not include lanterns, was increased 300 per cent during 1920, the total value of imports being $648,350, almost wholly supplied by the United Kingdom, whose exports were $613,670. Small shipments were made by the United States, Germany, Holland, Sweden, and Japan, in the order named, while Canada is credited with $2,270. The return under this heading shows a particular effort by United Kingdom shippers, who increased their total of the previous twelve months by well over 300 per cent. Germany also made her first effort to revive this market after a six-year lapse of trade connections.

SEWING MACHINES

Outside of one standard line shipped from England, there is a possibility that Germany will again control this trade. This office has submitted information of every kind to Canadian manufacturers in reference to this article. In 1914, Germany supplied over 6,000 out of 21,000 machines, and it is the general consensus of opinion that, so far as the jobbing trade is concerned, this will revert to Germany. The standard sewing machine, however, which is practically the only other line on the market, has offices in every large and in many small centres throughout the Union, and will doubtless continue to hold its position in the trade.

The total imports for 1920 were 22,154 machines, which is about the average just prior to the commencement of the war. The United Kingdom shipped 17,779 machines, a very large advance on her 1919 total. Germany is credited with 2,481 machines, which is practically the first shipment for five years. The United States averages yearly a total export to South Africa of 45,000 machines, which was reduced in 1920 to 1,859 machines.

STOVES

The import of stoves during 1920 shows a tremendous increase over the figures of any previous year, the total value of imports being $1,113,680. The larger proportion of this trade is held by United Kingdom shippers, whose total shipments last year reached a value of $765,520. The United States continues to hold second place, last year's value being $247,880, Sweden coming next with a total exportation value for 1920 of $84,070. Germany returned to this market during the past year, after an absence of five years, and equalled her 1914 total with $9,360. Small shipments are recorded from Norway, Switzerland, and France, while Canada increased her 1919 total of $825 to $4,840. This result was doubtless brought about by reason of direct representation, and while comparatively small so far as the total import is concerned, it evidences an effort on the part of Canadian houses to endeavour to meet conditions by good representation at this end. Quite a proportion of the imports from the United States represent heaters and oil cook-stoves, a small portion only, representing ranges sold in the Johannesburg district and one or two other centres. The United Kingdom and Swedish figures represent principally stoves.

BALING WIRE

The import total under this heading represents an average year's demand, the amount being 19,785 cwt. The United States takes first position in shipments, having supplied 12,552 cwt. during the past year, the remaining quantity being divided between Canada and the United Kingdom, with 3,631 cwt, and 3,582 cwt. respectively.

The Canadian baling wire shipped to this country has been found very satisfactory, and it is felt that greater efforts, so far as representation was concerned, would be reflected in a larger total import from the Dominion.

FENCING WIRE

While showing an increase of nearly 100 per cent over the 1919 total import, the amount shipped during 1920, namely, 420,546, does not at all approach pre-war totals. The United States continues to hold a slight lead, and last year shipped 193,831 cwt., followed by the United Kingdom with 177,443 cwt. Germany revived her market here during 1920, and is credited with 23,762 cwt., while Canada, although not reaching her 1919 total, secured a share amounting to 20,650 cwt. Small shipments were also made by Belgium and Holland. At the moment efforts are reported from Germany and Belgium, against which exporters from other sources cannot possibly compete; facilities for time payment and consignment stocks are also mentioned as being offered from these countries. The unsettled condition of the market, however, prohibits very definite information which would be helpful along these lines.

WIRE NETTING

Imports into the Union under this heading during 1920 again reached the pre-war average, 60,563 cwt. being recorded. The United Kingdom again secured her former position in the market with shipments totalling 58,252 cwt., which, compared with 8,033 cwt. during 1919, shows a very definite effort on the part of British exporters. The United States reduced her shipments by 50 per cent during 1920, importations from this source only totalling 1,569 cwt. Germany and Belgium again came into the market, after a lapse of some years, with small consignments. Canada is not represented in the 1920 returns. Sample shipments have been sent over now and again, but no continuity of trade appears to have resulted. Recently inquiries were sent forward from this office for metal screening, especially for use on the alluvial gold workings in the Southwest African Protectorate. The demand is for wire screenings, and it is one which will possibly grow. Canadian manufacturers in a position to look into the possibilities of trade in wire screenings are urged to do so.

WIRE ROPE

A large increase in the total imports of wire rope occurred during 1920, the amount recorded being 100,999 cwts. The supply comes almost solely from the United Kingdom, which is credited with 99,901 cwts. The United States and Japan have made efforts to gain a hold in the market, and Canada figured in the returns for 1917, 1918 and 1919. There is little doubt, however, that United Kingdom manufacturers will continue to control the position for sometime to come.

HARDWARE—N.O.D.

The year 1920 proved to be a remarkable one in so far as imports under the above heading are concerned, the increase reaching almost 300 cwt. over the 1919 total, the value of imports last year being $6,284,920. The United Kingdom made tremendous strides in its recovery of this market, securing business to a value of $4,523,610. The United States also very largely increased its 1919 figures, shipping last year goods

to the value of $1,313,440, while Germany, which the previous year is only credited with $1,475, shipped goods last year to the value of $144,900, and Canada slightly increased her 1919 shipments, those for 1920 being $56,090.

Belgium, Sweden, Japan, France, Australia, Switzerland, Holland and Denmark shipped in smaller quantities, in the order named.

Canada's increase under this heading, again shows the value of direct representation. There is little doubt that a larger proportion of the total import could be secured if Canadian exporters would use more intensive methods in dealing with this market. If Canada is to maintain the hold on the South Africa market secured during the war period, Canadian manufacturers must be prepared to compete, not only in price, but in giving facilities for payment. The total import here recorded also gives some indication of the large stocks which must be held in the country.

DAIRY UTENSILS AND IMPLEMENTS

The total import under this heading increased nearly 100 per cent over the 1919 valuation, and last year reached $490,730. The first position as a source of supply is held by Sweden, which shipped during 1920 utensils and implements valued at $247,020, the United States taking second place with $57,860, followed by the United Kingdom and Denmark with $69,300 and $47,440 respectively, while increases were made by Belgium, Germany, Australia and New Zealand. Canada's total of $1,710 is a distinct advance on the yearly amounts for the past 6 years, and should be open to increase in the near future. Owing to the extension of the dairying industry in this country, and the adjoining territories, the imports under this heading are likely to increase further for some time to come.

HOES AND PICKS (KAFFIR)

Out of a total of 415,219 pieces imported during the year, the United Kingdom shipped 409,920, Germany and the United States being responsible for 3,251 and 1,776 respectively. Canada's total is, however, much smaller than for the past three years, only 192 being recorded. An opportunity exists in regard to these implements for Canadian manufacturers who will make the effort. The fullest information has been supplied from this office from time to time, and will be gladly given to any manufacturer who may be interested and open for export.

PLOUGHS, HARROWS AND PARTS

With a value of $3,317,660, the imports under this heading during 1920, advanced over 50 per cent above those of the previous year. The United States continues to hold the larger proportion of the business, being credited with $1,650,000, whilst nearly all of the balance is shared between Canada and the United Kingdom, with $797,670 and $709,180 respectively. Germany came into the market in a substantial way last year, with shipments valued at $117,240, while Sweden and Australia substantially advanced in a smaller way. Although Canada continues to hold the position she has established in this trade, it is felt that a larger percentage could be secured if other Canadian concerns than the one which is securing the bulk of the Dominion's business here would adopt similar methods in regard to placing their own expert on the field from time to time and covering their agent's endeavours.

In reaping and mowing machines, $463,300 is given as the total import value for 1920, the United States securing the bulk of the business, with a total of $398,260, the balance being almost equally divided between the United Kingdom and Canada, the former securing $31,000 and the latter $30,610. Small shipments were also made by Sweden and Australia.

AGRICULTURAL IMPLEMENTS

The total import values of $1,802,370 for 1920 in agricultural machinery and implements again reached the pre-war average, which receded during 1919. A distinct advance was made by the United Kingdom, whose total exports to South Africa of

$947,540 for 1920, is at least 50 per cent ahead of any previous year's figures. On the other hand, the United States, which in 1918 shipped agricultural implements to the value of over $1,200,000, only succeeded in totalling $646,980. Canada, which in 1917 shipped over $416,000 worth, only secured a total of $134,630 last year. Germany, who for three years had scarcely entered the market, totalled $51,980 in 1920, Australia, Holland, Sweden and France made smaller shipments.

WINDMILLS

The value of windmills imported into South Africa during 1920, reached $749,950, an amount more than 100 per cent in advance of the total importation of any previous year. The larger proportion of this business remains in the hands of United States manufacturers, who last year secured business valued at $617,940. The United Kingdom made a large advance in the export of windmills to South Africa during 1920, securing $114,200, of the total value of the importation already mentioned. Canada records a substantial export to South Africa for the first time, the total for 1920 being $14,625. The results in this case are again due to the appointment of an energetic agent, and it is possible that notwithstanding the depression, the 1920 total will be increased during the present year. The recent shipments of American windmills which arrived at Cape Town, comprised several sizes from 4 feet to 12 feet. Just lately two or three enquiries have been received from Canadian manufacturers in reference to the possibilities in this market, and representation has already been arranged for, the second well known Canadian house to establish itself here.

THE ECONOMIC SITUATION IN FRANCE

Trade Commissioner Hercule Barré

Paris, August 15, 1921.—Reflecting the disturbed political conditions in Continental Europe, the price of money has shown a downward trend, which has a reflex tendency to impede the resumption of normal business. Against that, however, discount rates have decreased, from which there will result a certain stimulus to commerce and industry, and, in all probability, will develop increased facilities in, and greater elasticity to, business.

Great satisfaction has been brought about by the reduction in the discount rate of the Bank of France from 6 to 5½ per cent. This step was necessitated by the improvement in the general economic situation, and by a similar policy being adopted by the Bank of England, and the Federal Reserve Bank in the United States. The downward movement coincided with a substantial decrease in paper currency.

The administration of the French Customs has just published statistics showing the value of the goods imported and exported during the first six months of the present year. The following tables compare the figures of the six first months of the year 1921, with those of the corresponding six months of the previous year:—

Importations		First six months 1921	1920	+Increase −Decrease
Alimentary products	Fr.	2,488,606,000	6,366,668,000	− 3,878,062,000
Raw materials for industry	"	5,139,928,000	13,160,529,000	− 8,020,601,000
Manufactured articles	"	2,778,904,000	6,664,505,000	− 3,885,601,000
Totals	"	10,407,438,000	26,191,702,000	−15,784,264,000
Exportations				
Alimentary products	Fr.	1,000,733,000	1,114,774,000	− 114,041,000
Raw materials for industry	"	2,718,143,000	3,046,006,000	− 327,863,000
Manufactured articles	"	6,484,436,000	7,621,078,000	− 1,136,642,000
Parcel post	"	596,543,000	474,365,000	+ 122,178,000
Totals	"	10,799,855,000	12,256,223,000	− 1,456,368,000

On account of the fluctuation in the prices of goods, which renders difficult a comparison of the above figures, the administration has also given the weight of imports and exports. The number of tons imported and exported during the two periods under consideration is given hereunder:—

Imports		First six months 1921	1920 (in tons)		+Increase −Decrease
Alimentary products..	Fr.	1,636,479	3,326,785	−	1,690,306
Raw materials for industry..	"	13,618,110	17,584,057	−	3,965,947
Manufactured articles..	"	802,687	1,219,768	−	417,081
Totals..	Fr.	16,057,276	22,130,610	−	6,073,334

Exports		First six months 1921	1920		+Increase −Decrease
Alimentary products..	Fr.	667,231	479,956	+	187,275
Raw materials for industry..	"	5,627,429	4,210,226	+	1,417,203
Manufactured articles..	"	1,019,354	823,934	+	195,420
Parcel post..	"	11,938	9,365	+	2,573
Totals..	Fr.	7,325,952	5,523,481	+	1,802,471

The statistics given above show that the general tendency is for France to increase her exports. They exceed the imports by nearly 400 million francs. Last year imports were in excess by nearly 14 million francs, these having now decreased by 15 milliards, 784 millions of francs. Raw materials imported decreased by 8 milliard francs or more than 60 per cent of the importation, and this is causing some anxiety as regards the future activity of commercial exchange. The decrease in the value of the goods entering the country does not adversely affect the future business activity so long as the quantities purchased remain constant. The total importation has dropped from 22,130,000 tons to approximately 16 million tons, or a reduction in weight of only 27 per cent, and that of raw materials from 17,500,000 millions to 13,648,000 tons, or a reduction of approximately 20 per cent.

A comparison of the weights of materials in the foreign trade of France, shows real progress towards a more favourable balance of trade. Notwithstanding this, it is clear that a great deal has to be done before France can regain its pre-war position in commercial activity.

IMPORTS OF BEEF INTO NETHERLANDS

The total imports of chilled and frozen beef into the Netherlands during the first five months of 1921 amounted to 5,882,923 kilos (12,969,492 pounds), valued at 6,331,906 florins ($2,545,426 at normal exchange), according to the official Government statistics, says the *United States Commerce Reports.* Of this total amount the statistics credit about 65 per cent to Argentina, 25 per cent to Great Britain, 6 per cent to the United States, and 4 per cent to Denmark and Iceland. It is probable that the 25 per cent credited to Great Britain came from Argentina or the United States, as Great Britain is not exporting its own meat products and as the Dutch statistics credit imports to the countries from which they come direct.

The statistics for the corresponding period (January-May) of 1920 show that the imports of frozen beef into the Netherlands have enormously increased during 1921, as the total quantity during that period was 26,170 kilos (57,694 pounds), valued at 38,870 florins ($15,625, at normal exchange). None of this is credited to Great Britain; about 40 per cent is credited to the United States, and 60 per cent to Argentina.

COMMERCIAL NOTES FROM NORWAY

Commercial Agent C. E. Sontum

AGRICULTURAL AND FRUIT PROSPECTS IN NORWAY

Christiania, August 4, 1921.—The official report of the Director of Agriculture is now available. It appears from the report that, while East Norway as well as the Southern coast and inland districts have has a protracted spell of hot weather, West Norway, the Trondhjem districts and North Norway have suffered from excessive rains. As a consequence the conditions of the growing crops must be described as unsatisfactory all over the country.

For the hay crops in South Norway the favourable weather conditions during the greater part of July have been of great importance. The hay season in this part of the country is everywhere at an end, and the crop has been housed in an excellent condition. In other parts of the country the hay is still out, and it depends on the weather conditions hereafter what the quality of the hay will turn out to be.

As to the grain crop, this has suffered from drought in the Southern part and too much rain in the Northern part of the country. The potato and root crops have also been affected by the same conditions. Any better than a medium year cannot be expected. The fruit crops will turn out poor as will also all sorts of cultivated and wild berries. It is therefore likely that a considerable quantity of apples, both fresh and evaporated, will be imported from Canada and the United States during the coming season, especially if the rate of exchange becomes more reasonable than it is at present.

SEVERAL IMPORT PROHIBITIONS IN NORWAY ANNULLED

Since July 30 nearly all of the remaining import prohibitions enforced in Norway have been annulled. Among those exempt are apples, cheese, potato-flour, automobiles, cigars and cigarettes. Of those articles not exempt from the class of prohibited imports there remains spirits, for which a special permit must be obtained by the Department of Commerce, garden seeds in parcels of one kilogramme and less, and timothy seeds, both of which must have special import permits obtained from the Department of Agriculture.

The import prohibitions that still are in force are for ammunition of all kinds, and guns and other weapons or parts of them. Dispensation for these articles may be given by the Department of Army and Defence.

The prohibition against the export of gold and silver still is in force but it is expected that the Department of Customs and Finance will deal with this matter later.

PAPER AND TEXTILE INDUSTRIES

The time is now approaching when the tariffs on articles manufactured by several of the largest industries in Norway expire and must be renewed or allowed to lapse. Among the industries affected are: The paper industry with about 5,000 labourers, the saw-milling industry with about 4,000 labourers, and the textile industry with about 4,000 labourers. Negotiations have already been going on for some time, but so far without any result.

The industries in question claim that a reduction of 25 per cent in the wages will be necessary, if they shall be able to keep up their production in competition with foreign countries; but to this the labourers will not agree, and say that they will stop work. How this will turn out will not be known until some time later.

GLASSWARE

The prices of Norwegian glassware have gone down considerably during 1921; the reduction varying from 15 to 40 per cent. As conditions now stand, Norwegian

glassware is considerably cheaper than the Swedish under existing rates of exchange, which are greatly in favour of England and America. It might be to the advantage of the importers in those countries to look into the possibility of making their purchases from Norway. Several of the Norwegian glass works have been standing idle since the strike this summer, partly on account of having too large stocks on hand, and partly on account of labour disputes over wages. The works, however, are expected to be running again during the fall months, but not with full force.

IMPROVEMENT IN THE FREIGHT MARKET IN NORWAY AND DENMARK

Lately some improvement has taken place in the freight market both in Norway and Denmark. The rows of idle ships have commenced to thin out during the last month. Only at Copenhagen were there in the middle of June not less than 144 idle ships, totalling 364,000 tons, while by July 25 the number was reduced to 113 ships with a tonnage of 302,000 tons. In Norway also several hundred thousands of tons are laid up, although some movement is now observed.

The situation on the freight market, however, continues very uncertain. While the Baltic market has proven in the shipping business better than was expected, yet the coal market has entirely collapsed . It was hoped that when the coal strike in England was over, the coal freights would improve, but this has not so turned out. Another great difficulty is that it is almost impossible to obtain return cargoes for the steamers going out with native products.

PULP AND PAPER

The demand for mechanical wood pulp has been relatively good and prices show a tendency to increase. Cellulose remains practically unchanged, but the indications of an improvement continue in this market. It may be mentioned that several Swedish cellulose mills are about to resume work after a protracted idleness. Paper is in greater demand than it was, particularly so as far as secondary brands are concerned. There is some demand from England for kraft paper, and newsprint is demanded by England, America and France. The so-called Japanese simili is being exported in large quantities to the Far East, but prices are far from satisfactory and are not even covering the costs of production.

THE WOOD TRADE

The conditions in the wood trade market remain unchanged. Practically all demands with the exception of that for props have disappeared, but the prices suggested for them are so low that hardly any business is being done. Exporters are, however, expecting an improvement by the beginning of September. Anyhow, a rise is being anticipated after the end of the Baltic season. The northern part of the gulf of Bothnia usually begins to freeze up by the end of September or the beginning of October, by which time all shipping from the Baltic will have been suspended.

BRAZILIAN MARKET FOR CODFISH

Codfish is one of the principal articles of food in the Bahia district of Brazil, and there is therefore an excellent demand for it in the vicinity. During the past five years the value of the codfish imports has been greater than that of any other commodity states the *U.S. Commerce Reports.* The following figures, show the quantities and values of codfish imported into Bahia during the past three years:—

	Pounds	Value
1918	15,426,422	$2,160,303
1919	11,673,818	2,177,427
1920	15,755,298	2,500,000

PACKING FOR EXPORT TO ARGENTINA

Trade Commissioner B. S. Webb

Buenos Aires, July 23, 1921.—The subject is one which calls for careful study and observation on the manufacturers part for, if packing be not a science, it is, at least, a highly technical branch of an exporter's business and one upon which his success in foreign trade depends to a large extent. It is doubtful whether the importance of this branch of export routine nor the serious consequences which follow neglect to give proper attention to it, is as yet generally realized. A troublesome first shipment is the worst possible introduction to a foreign market an importer could have, and every possible precaution should be taken to guard against it. Trouble may arise in the fulfilment of the order or in the financing of the shipment, but it is more likely to originate in the packing department than in either of these, and it is with a view to contributing towards the improvement of Canadian methods of packing that some enquiries have been made amongst importers in this city.

GENERAL PRINCIPALS

Approaching the subject along general lines, the primary object of packing is to provide protection of goods so as to ensure arrival at destination in good condition. There are, of course, other factors which may have to be taken into consideration, amongst which may be mentioned: economy of shipping space, conformity with Customs methods of appraisement, compliance with insurance companies' requirements, appearance of cases, propaganda value of branded cases, subsequent value of used containers, ease of stacking in warehouses, easy identification of packages, cost of packing, etc.

CONSTRUCTION OF CASES

Second-hand cases should never be used. Their use complicates any questions which might arise with the insurance company in case of claims for loss by pilferage. Wood should be planed when the extra cost is not too great a consideration. No standard container can be devised which will meet all requirements.

MARKING AND BRANDING

Stencil marking is preferable to brush writing. Cases should be marked on three sides. The essentials are: the consignee's mark, the serial number, the port of destination, gross weight, tare, net weight, and sometimes legal weight. For general convenience, and for the information of master stevedores, ship's officers, etc., it is desirable that the marking of a case should give an indication as to its contents, but the contents of cases carrying biscuits, chocolates, and other commodities likely to attract the attention of dock thieves, should be concealed in order to minimize the risk of loss from pilferage.

PILFERAGE

Losses from pilferage can be insured against by the insertion of a special clause in the policy but before a claim can be made effective it must be proved to the satisfaction of the insurance companies' inspectors at this port that the cases were made of new wood of adequate strength, were strapped at both ends and sealed with metal seals engaging the ends of each board and the corresponding end piece.

Theft of goods in transit is best avoided by concealment of contents and careful strapping and sealing.

DAMAGE FROM FRESH WATER

This can also be covered by the addition of a fresh water clause to the insurance policy. Cases containing goods liable to deterioration from the action of water,

moisture, oil or grease should be tin lined whenever possible. On account of the congestion of the port warehouses, goods arriving at Buenos Aires are sometimes unloaded into the "plazoletas" (small open air spaces existing on the port lands). Thousands of cases of general cargo have been seen lying for weeks in the open air absolutely unprotected from rain or sun.

DAMAGE FROM ACTION OF HEAT

The temperatures to which goods may be subjected should be taken into consideration. Goods may be stowed near to the boilers or to the smoke stacks, but even when this is not the case a high temperature must be expected in the hold of a steamer crossing the equator en route to Buenos Aires. A case of a total loss from the action of heat and exposure to weather is illustrated by the following excerpts from the office files:—

> (1) "The bank has a letter from the forwarding company advising that the drums of chloride of lime entered the port in bad condition and had to be discharged on the wharf, their condition being too bad to allow of entry into the Customs warehouses. . . . The drums were defective, the substance having corroded the metal to such an extent that the containers were completely destroyed. Due to the recent heavy rains, the substance, thus exposed to the action of the weather, has depreciated to such an extent that nothing could be obtained for it by sending it to public auction."
>
> (2) "We are at a loss to understand the condition of this shipment (chloride of lime). It was packed here in export drums, i.e., extra heavy steel drums, and great care was taken in packing it, that is, quicklime was distributed in the tops and bottoms to prevent it from corroding. It is quite evident that this bleach in transit *was subjected to more than ordinary terriffic heat.*"

LEAKAGE

Certain commodities contained in bottles or jars are liable to deterioration from the action of air or from humidity, whilst others, of a greasy nature but solid at normal temperature, may liquify and leak, thereby destroying the appearance of a whole case. Sealingwax protects against leakage and dipping of necks in paraffin wax will exclude moisture. A case carrying a tar-oil medicinal preparation arrived here with the glas jar containers half empty, the substance having melted under the influence of tropical heat and leaked through the metal screw caps which were the only stoppers provided.

ECONOMY OF SHIPPING SPACE

Economy of shipping space can be effected by the use of made-to-measure cases and containers, and by avoiding the use of exterior battens, etc. The saving of shipping space, however, ought only to be a secondary consideration, and the safety of contents should never be imperilled on this account.

INSURANCE COMPANIES' REQUIREMENTS

General average insures against loss resulting from shipwreck, stranding, the action of fire or salt water. Particular average covers losses arising from the action of fire (partial), salt water and grease. A pilferage clause insures against loss by pilferage of part of the contents of a package or the loss of the entire package. A breakage clause provides against the contingency of goods arriving in a broken condition, and a fresh water clause covers damage resulting from the action of rain water. There are no special clauses in general use which protect shippers from losses resulting from the action of moisture and heat. In connection with their several policies and special clauses, the various marine insurance companies have different

requirements, and from consultations with average adjustors it would seem that a packing case, in order to meet the requirements of all or any of the companies, should be made of new wood of adequate strength, be properly strapped at both ends, and carry metal seals at the juncture of the end of each board and its corresponding end-piece.

PORT FACILITIES AT BUENOS AIRES

The port of Buenos Aires possesses modern facilities for the discharging and handling of cargo. Goods are lifted straight out of the ships' holds by hydraulic cranes and placed into customs warehouses. It is only on rare occasions that goods have to be discharged into lighters. Interior transport conditions are about the same as in Canada.

CUSTOMS REGULATIONS

In Argentina customs duties are levied on gross weights, net weights and legal weights as provided for in the tariff of values. For the purposes of this paragraph, gross weight means the weight of the article with all its interior and exterior packings; net weight means the absolutely net weight of the commodity excluding its container or any additional packings; and legal weight means the weight of the article together with the immediate wrappings. As a general rule, and unless otherwise specified in the tariff of values, the method of weighing goods for customs purposes is as follows:—

Foodstuffs	Legal weight
Liquors	By volume or dozens
Leather goods	Legal weight
Boots and shoes (when in bales)	Gross weight
(when in cases)	Legal weight
Furniture	By units and dozens
Jewellery	Net weight
Musical instruments	Legal weight
Millinery	Legal weight
Hardware (in bales, bags or rolls)	Gross weight
(otherwise)	Legal weight
Electrical supplies (in bales, bags or rolls)	Gross weight
(otherwise)	Legal weight
China and earthenware and glassware (including the bale or case, straw, etc., etc.)	Gross weight
Soft goods (including the bale or case, straw, etc., etc.) goods are wrapped or mounted)	Legal weight
Paper and stationery	Legal weight
(Excepting goods packed in a single container in which case)	Gross weight
Chemical products	Legal weight
(Excepting goods packed in a single container in which case)	Gross weight

The exterior container used must be accurately described in the shipping documents, for example, to describe a crate as a case will cause trouble in the Customs House here. Case marks and numbers should correspond exactly to those appearing on the invoices and other documents. Numeration of cases is obligatory for general merchandise and case numbers should be strictly consecutive. Large consignments of commodities such as cement, etc., are not classed as general merchandise.

PRINCIPAL CAUSES OF DAMAGE TO GOODS IN TRANSIT

Enquiry into the causes of damage by breakage reveals the fact that this results far more frequently from defective insulation than from the use of exterior containers of insufficient strength. By "insulation" is meant the provision of air space or of insulating material which will absorb any shocks which the exterior container may sustain and prevent them from being transmitted to the contents. A crate used to carry a kitchen range arrived here in perfect condition, but the range itself was badly broken. A kitchen range, a piece of machinery or any article of cast-iron likely

to break from the effects of a heavy blow, should be securely fastened in position inside its create by means of cross pieces and shaped cradle pieces. The crating should be kept at a reasonable distance by the use of cross pieces bearing on those parts of the contents best able to resist the effects of a blow, and with a pillow of excelsior or sacking between them and the contents. The use of broad outside battens placed diagonally stiffens a crate and prevents it from springing.

Regularly shaped articles of light weight do not require "insulation" but "chafage" must be avoided either by tight packing into made-to-measure cases, or by the use of excelsior, paper trimmings or other filler. Certain kinds of light articles such as perambulators have suffered damage from "chafage" resulting from the constant vibration of the ship's propeller. The leather hood of a folding baby carriage was badly frayed by "chafage" which had worn away the stiff brown paper wrapping which had covered it. In this case corrugated paper could have been used to advantage.

Damage from water to goods carried in tin-lined cases sometimes results from defective soldering. When tin lining is used care should be taken to see it is hermetically sealed. A tin-lined case of soft goods was ruined by bilge water; the importer was puzzled at first to account for the presence of water but a minute examination of the solder seam revealed the presence of a small air hole through which the bilge water had seeped.

Unsuitable interior wrappings and fittings sometimes cause damage. A quantity of aluminium kitchen utensils are arriving in an hermetically sealed tin lined case were found to be badly fitted and spotted. Inquiry showed that the chemical composition used to glaze the paper in which the articles were wrapped had attacked the metal under the influence of heat. Dyes will run from coloured wrappings if moistened, and care should be exercised in this connection. Sawdust is not usually a good case filling; in case of breakage it will run and leave contents unprotected.

TESTING

An exporter of heavy machinery, boilers, kitchen ranges, or similar articles is strongly advised to test his cases or cratings at the factory. Any doubt existing in his mind regarding the efficiency of his packing will thus be removed or, if any defect should be discovered, it can be remedied in time and at a minimum of expense and trouble. Any case containing heavy goods should be able to stand being dropped several times from a height of four or five feet without injury to the case or contents. A case of machinery consigned from Montreal to Rosario will be handled in the slings from ten to twenty times and may have to stand a drop of a yard or so on each occasion. If shipped to a port where goods have to be unloaded into lighters the number of handlings is more likely to be twenty than ten. A case containing perishable goods or goods liable to be affected by extremes of temperature or the action of moisture can be left outside the factory for a couple of months during variable weather and then examined for deterioration.

ECONOMY IN COST OF PACKING

However much it may cost the exporter in time and money to devise and put into practice a satisfactory method of packing, his money will be well spent and his time well employed. Economy is a factor which cannot be neglected, but consideration of this aspect of the subject should be left over until practical experience has shown where and how it can be affected without loss of efficiency. The immediate results of poor packing are trouble with the carriers and insurance companies usually terminating in financial loss and a dissatisfied customer.

ASK FOR PACKING INSTRUCTIONS

Argentine buyers, when placing orders with manufacturers, specify quality of goods, dates of shipment, terms of payment, etc., but rarely do they make mention,

either in the order itself or in their correspondence, of the all-important subject of packing. This apparent omission is due to the fact that, until, or unless experience teaches him otherwise, the importer credits the manufacturer with a thorough knowledge of how his goods should be packed. On the other hand, if his opinion is asked for the buyer will almost invariably be found most willing to supply detailed packing instructions and exporters are advised to secure these whenever possible. Having received them, they should be followed out carefully, always bearing in mind the six principal factors of adequate strength of exterior packing, proper insulation to absorb strains and blows, proper protection from damp, grease, extreme heat and escaping steam, conformity with customs requirements, conformity with insurance regulations concerning losses and pilferage and economy in shipping space.

FISH

Dry salted codfish should be shipped in oblong boxes containing 110 pounds, tin-lined and hermetically sealed. It is possible that tin lining is not required for the trade with Brazil but for Argentina it is indispensable. The last consignment to reach Buenos Aires consisted of eight cases; it was some 60 days in transit and was found to be almost unfit for consumption five days after clearing. Codfish or any other dry salted fish must be protected from damp.

CHOCOLATES

Pieces should be wrapped in tin foil and the fancy boxes should be covered with a transparent glassine paper placed in a pasteboard cover box, and packed tightly in tin-lined cases made to size. A little excelsior should be used if required to fill up interstices.

BISCUITS

Biscuits cannot be carried over the Equator and landed in good condition in ordinary loose-lid tins. A consignment of 75 cases of Canadian biscuits packed in loose-lid tins arrived here in a deplorably soft and soggy condition. The importer refused to receive the goods and the transaction resulted in a heavy loss for the manufacturer. The usual and most acceptable container for biscuits is a tin package, hermetically sealed, containing 1 or 2 pounds net. The top should be covered with a piece of light weight tin plate soldered into position and covered with the loose lid which is held in place by the label. The tins should be wrapped in wax paper or glassine paper and packed tightly into tin-lined cases made to measure. Some of the English manufacturers supply a small piece of hardened tinplate for use in perforating the cover but one Canadian manufacturer employed a cover which was so soft that it could be easily cut with a penknife or an ordinary table knife. The packing of this manufacturer's biscuits was favourably commented on by the trade here.

PIANOS

Packing of pianos as received from Canada is satisfactory in general, the cases usually being sufficiently strong to resist breakages. At present, and since the commencement of the war, waterproof paper lining is used inside the cases, but there is no doubt that importers would gladly see a return to tin lined cases. The cost of tin lining was formerly less than $15 and some importers are prepared to pay, if necessary, for tin lining because it protects the piano against damage from damp or from steam escaping from boilers or winches. On account of the length of the boards used in making crates for pianos care should be exercised in the selection of the wood used, otherwise damage to the instrument from the bending of the top and bottom boards may result. Four to six inches space is usually allowed between the lid of the piano and the top of the case. The lids of six out of a consignment of twelve pianos recently received from Germany were badly damaged without any of the top boards having been broken.

NEWSPRINT, PAPER AND CARDBOARDS

All paper must be ream wrapped. Reams are understood to consist of 500 sheets except in the case of wax tissue which comes in reams of 480 sheets.

Flat news comes in export bales. An export bale is ream wrapped with boards top and bottom, the boards being securely strapped at both ends.

For printing papers, export bales are allowed, but the reams should be first pressed, then wrapped in canvas and afterwards covered with top and bottom boards securely strapped at both ends. In flat news the boards must not be too heavy because the duty is levied on the gross weight. In printing paper this is not so. Canadian exporters are reputed to use light weight packing and ought to use thicker material.

Writing papers and all fine paper must be cased, the cases not exceeding 100 kilos in weight; they should be specially made for the size of the ream so as not to allow " chafage." Waterproofed paper lining should be used. Cases should be made without outside battens, as they increase the shipping measurements.

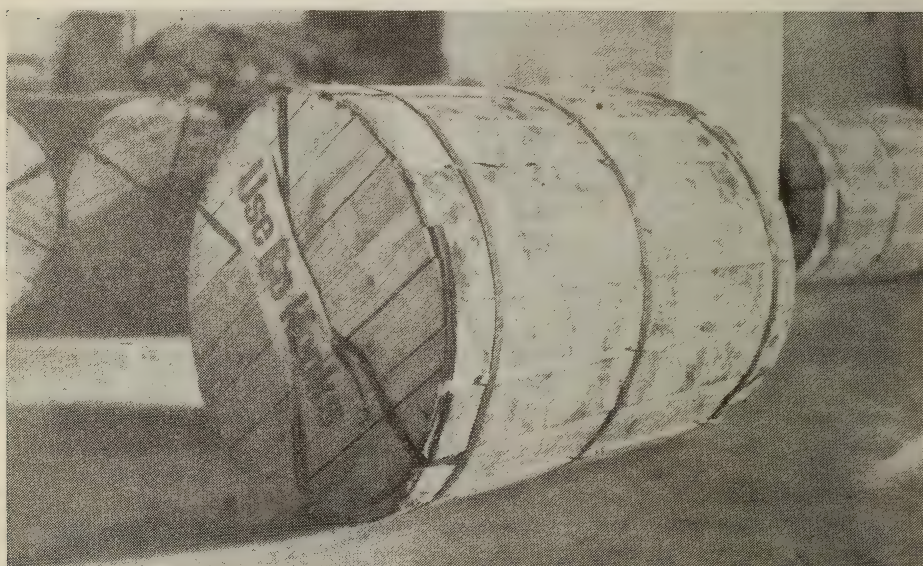
Coloured papers should never be included in the same case with white paper; they pay a hevier duty and therefore should be separately packed.

Barrel packing for newsprint is undoubtedly preferred. The use of dog hooks frays the edges of the rolls and entails re-winding to avoid breakage on the machine.

Importers do not like any mark to appear on the ream or the outside case other than the watermark of the paper and the necessary numeration.

Cardboard, strawboard, leatherboards, etc., are always baled and never crated.

The following photographs, taken in the Customs warehouse show how newsprint should be, and should not be packed.



MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries: "Letters posted in Canada to Central America, with the exception of specially addressed correspondence for British Honduras, are forwarded exclusively via New York. Correspondence for Cuba and South America, with the exception of British Guiana, is also, unless specially endorsed, forwarded via New York. Correspondence for the British West Indies is forwarded both by direct Canadian steamer and via New York whichever route will give the quicker despatch although, of course, letters marked for transmission by a particular route will be forwarded in accordance with the superscription."

It is intended to publish in the *Weekly Bulletin* from time to time, for the convenience of Canadian firms, certain of the sailings from United States ports to the ports of the West Indies, Central and South America. For convenience, the dates as quoted below are applicable to Montreal only, and the mails actually leave New York two days later. To arrive at the dates for other Canadian cities, it will be necessary to adapt the table accordingly.

The following are those for the balance of the current month:—

LEAVING MONTREAL

For	*Via*	*September*
Antigua	New York	14-26
Argentina	New York	15-28
Barbados	New York	13-14-26
Bermuda	New York	15-19-26
Bolivia and Chile	New York	14-15-21-22
Brazil, North	New York	22
Brazil, South	New York	15-28
British Guiana	New York	14-26
Ciudad, Bolivar	New York	14
Colombia	New York	15-20-28
Colombia, Cauaca Narino	New Orleans	19-26
Costa Rica	New York	15-22
Cuba	New Orleans	15-22-29
Curacao	New York	17-20-24

LEAVING MONTREAL—*Concluded*

For	*Via*	*September*
Dutch Guiana	New York	14-26
French Guiana	New York	14-26
Grenada	New York	14
Guatemala	New York	14-21-22-28
Haiti	New York	14-21-26-28
Honduras	New York	14-15-21-22-25-28
Honduras, British	New York	22
Honduras, British	New Orleans	14-21-28
Honduras, Amp. City	New York	14-15-21-22-25-28
Jamaica	New York	15-18-20-22-24-25
Leeward and Windward Islands	New York	14-26
Martinique	New York	14-26
Nicaragua	New York	14-15-21-22-25-28
Panama and Canal Zone	New York	14-15-21-22-25-28
Paraguay and Uruguay	New York	15-28
Peru	New York	14-15-21-22
Porto Rico	New-York	15-24
Trinidad	New York	14
Turk's Island and Dominican Rep.	New York	15-21-26
Venezuela	New York	14-15-22

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 7, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending September 7; those for the week ending August 31 are also given for the sake of comparison:—

		Parity	Week ending August 31, 1921	Week ending September 7, 1921
Britain £	1.00	$4.86	$4.1300	$4.1422
France Fr.	1.	.193	.0868	.0852
Italy Lire	1.	.193	.0487	.0486
Holland Florin	1.	.402	.3522	.3527
Belgium Fr.	1.	.193	.0843	.0836
Spain Pes.	1.	.193	.1446	.1447
Portugal Esc.	1.	1.08	.1136	.1170
Switzerland Fr.	1.	.193	.1892	.1899
Germany Mk.	1.	.238	.0128	.0119
Greece Dr.	1.	.193	.0634	.0641
Norway Kr.	1.	.268	.1511	.1461
Sweden Kr.	1.	.268	.2407	.2395
Denmark Kr.	1.	.268	.1982	.1950
Japan Yen	1.	.498	.5417	.5435
India R.	1.	2s.	.2882	.2926
United States $	1.	$1.00	1.1087	1.1150
Argentina Pes.	1.	.44	.3326	.3400
Brazil Mil.	1.	.3245	.1358	.1449
Roumania Lei	1.	.193	.0136	.0124
Jamaica £	1.	4.86	4.1259	4.1408
Shanghai, China Tael	1.	.631	.7761	.7944
Batavia, Java Guilder	1.	.402	.3548	.3568
Singapore, Straits Settlements $	1.	.49	.4804	.4822
Barbados $	1.	1.	.84½–.87	.85–.87¼
British Guiana $	1.	1.	.84½–.87	.85–.87¼
Trinidad $	1.	1.	.84½–.87	.85–.87¼
Dominica $	1.	1.	.84½–.87	.85–.87¼
Grenada $	1.	1.	.84½–.87	.85–.87¼
St. Kitts $	1.	1.	.84½–.87	.85–.87¼
St. Lucia $	1.	1.	.84½–.87	.85–.87¼
St. Vincent $	1.	1.	.84½–.87	.85–.87¼
Tobago $	1.	1.	.84½–.87	.85–.87¼

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3398. **Alimentary products.**—Canadian firm of exporters and importers with a selling organization in Europe, with head office in France, desires to get in touch with Canadian flour-milling concerns and manufacturers of canned goods, including condensed milk.

3399. A grain miller and agent in Liverpool, England, desires to procure the representation of Canadian firms who are exporters of cereals of all kinds, and also desires to make connection with firms exporting oatmeal.

3400. An agent with an excellent connection in Aberdeen and the north of Scotland is anxious to obtain an agency, preferably on commission basis, or as may be arranged, for Canadian exporters of cereals, apples, and finest Ingersoll or similar quality of Canadian cheese, and other products. Thoroughly reliable references will be furnished, and similar satisfaction is expected in return.

3401. **Codfish, etc.**—A commission agent in good standing in Trinidad wishes to obtain a Canadian connection for codfish, haddock, hake, salted salmon, and smoked herrings.

3402. **Canned fish.**—A commission agent in Trinidad, with good references, wishes to secure an agency for sardines and salmon.

3403. **Meats.**—An agent in Trinidad desires to sell smoked and canned meat for a Canadian packing house. Good references.

3404. **Feedstuffs.**—A commission merchant in Port of Spain, Trindad, wishes to get in touch with a Canadian house supplying oilmeal, bran, and hay.

3405. **Potatoes and onions.**—A commission agent in Trinidad would like to be put in communication with a Canadian firm supplying potatoes and onions.

3406. A Swedish firm ask for names of Canadian exporters of canned fruits, salmon, oysters, lobsters, ham and bacon.

3407. A firm of wholesale ironmongers in the south of England ask for names of Canadian manufacturers of electric hot water geysers.

3408. A London manufacturers' agent wishes to get into touch with Canadian producers of buckskin (for the manufacture of buckskin boots and shoes).

3409. A firm in the south of England ask for names of Canadian manufacturers of maple blocks for use in making mangle rollers.

3410. **Malt, Glaubers salts, caustic soda, soda ash, phosphorous amorphous.**—A Brazilian company wish to receive c.i.f. quotations on the above-mentioned products.

3411. **Logging and wood-cutting machinery.**—A Brazilian company wish to receive quotations and general information on machinery and methods used in lumbering. Included in the above are mentioned: saws, both stationary and portable which are worked in conjunction with tractors; stump pullers.

3412. **Lawn mowers.**—A Manchester firm would like to get in touch with Canadian manufacturers of cheap side-wheel pattern lawn mowers.

3413. **Trade with the East.**—Canadian commercial agent, contemplating a trip to Japan, China, Philippine islands, French Indo-China, Sarawak, Java, Sumatra, Straits Settlements, Siam, India, and Ceylon, invites correspondence from Canadian manufacturers interested in developing trade with these countries.

3414. Belgian firm of grain importers desire to receive standard samples of Canadian wheat, oats, and barley, with a view to recommencing grain business on decontrol by Government.

3415. A firm of general importers in Mexico desires to make connections with Canadian manufacturers. References.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

From Montreal

To Liverpool.—*Victorian,* Canadian Pacific Ocean Services, Ltd., about September 16; *Metagama,* Canadian Pacific Ocean Services, Ltd., about September 17; *Mercian,* White Star-Dominion Line, about September 17; *Hastings County,* Canada Steamship Lines, about September 20; *Melita,* Canadian Pacific Ocean Services, Ltd., about September 23; *Canada,* White Star-Dominion Line, about September 24; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about September 30; *Canadian Commander,* Canadian Government Merchant Marine, Ltd., about September 30; *Oxonian,* White Star-Dominion Line, about October 1; *Megantic,* White Star-Dominion Line, about October 8; *Metagama,* Canadian Pacific Ocean Services, Ltd., about October 14; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., about October 14; *Melita,* Canadian Pacific Ocean Services, Ltd., about October 21; *Canada,* White Star-Dominion Line, about October 22; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., about October 28; *Vedic,* White Star-Dominion Line, about October 29.

To London.—*Grey County,* Canada Steamship Lines, Ltd., about September 15; *Vitellia,* Cunard Line, about September 16; *Wyncote,* Furness Line, about September 20; *Verbania,* Cunard Line, about September 23; *Brant County,* Canada Steamship Lines, Ltd., about September 24; *Bosworth,* Canadian Pacific Ocean Services, Ltd., about September 29; *Tarantia,* Cunard Line, about September 30; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., about October 6; *Vindelia,* Cunard Line, about October 7; *Vennonia,* Cunard Line, about October 14; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., about October 19; *Venusia,* Cunard Line, about October 21; *Batsford,* Canadian Pacific Ocean Services, Ltd., about October 25; *Vitellia,* Anchor-Donaldson Line, about October 28.

To Glasgow.—*Canadian Squatter,* Canadian Government Merchant Marine, Ltd., about September 14; *Cabotia,* Anchor-Donaldson Line, about September 17; *Gracia,* Anchor-Donaldson Line, about September 24; *Saturnia,* Anchor-Donaldson Line, about October 1; *Pretorian,* Canadian Pacific Ocean Services, Ltd., about October 4; *Tunisian,* Canadian Pacific Ocean Services, Ltd., about October 8; *Cassandra,* Anchor-Donaldson Line, about October 15; *Cabotia,* Cunard Line, about October 22; *Gracia,* Anchor-Donaldson Line, about October 29.

To Hull.—*Cornish Point,* Furness Line, about September 17; *Wyncote,* Furness Line, about September 20; *Oristano,* Furness Line, about September 28.

To Newcastle-on-Tyne.—*Cairnvalona,* Thomson Line, about September 17; *Wyncote,* Furness Line, about September 20; *Scatwell,* Thomson Line, about September 24; *Cairndhu,* Thomson Line, about October 1; *Cairnmona,* Thomson Line, about October 8; *Cairngowan,* Thomson Line, about October 15; *Cairnross,* Thomson Line, about October 22; *Cairnvalona,* Thomson Line, about October 29.

To AVONMOUTH DOCK.—*Lakonia,* Cunard Line, about September 16; *Mercian,* White Star-Dominion Line, about September 17; *Orthia,* Cunard Line, about September 24; *Cornishman,* White Star-Dominion Line, about September 24; *Oxonian,* White Star-Dominion Line, about October 1; *Welshman,* White Star-Dominion Line, about October 8; *Salacia,* Cunard Line, about October 11; *Concordia,* Cunard Line, about October 15; *Caledonian,* White Star-Dominion Line, about October 15; *Bothwell,* Canadian Pacific Ocean Services, Ltd., about October 18; *Turcoman,* White Star-Dominion Line, about October 22; *Lakonia,* Anchor-Donaldson Line, about October 28.

To MANCHESTER.—*Manchester Producer,* Manchester Line, about October 17; *Manchester Corporation,* Manchester Line, about September 24.

To BELFAST.—*Ballygally Head,* Head Line, about September 15; *Rathlin Head,* Head Line, about September 28.

To DUBLIN.—*Melmore Head,* Head Line, about September 17.

To CARDIFF AND SWANSEA.—*Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., about September 30.

To CORK.—*Melmore Head,* Head Line, about September 17.

To LEITH.—*Cairnvalona,* Thomson Line, about September 17; *Scatwell,* Thomson Line, about September 24; *Cairndhu,* Thomson Line, about October 1; *Cairnmona,* Thomson Line, about October 8; *Cairngowan,* Thomson Line, about October 15; *Cairnross,* Thomson Line, about October 22; *Cairnvalona,* Thomson Line, about October 29.

To LONDONDERRY.—*Ballygally Head,* Head Line, about September 15.

To ROTTERDAM.—*Merrymount,* Rogers & Webb Line, about September 17; *Ramore Head,* Head Line, about September 21.

To HAVRE.—*Grey County,* Canada Steamship Lines, about September 15; *Brant County,* Canada Steamship Lines, about September 24.

To HAMBURG.—*Merrymount,* Rogers & Webb Line, about September 17; *Ranmore Head,* Head Line, about September 21.

To ANTWERP.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., about October 15.

To NAPLES-TRIESTE.—*Montreal,* Canadian Pacific Ocean Services, Ltd., about about September 15.

To NORWEGIAN PORTS.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., about September 15.

To SCANDINAVIAN PORTS.—*Wathena,* Sprague Line, about August 30; a steamer, Sprague Line, about September 15.

To NAPLES-GENOA.—*Caserta,* Canadian Pacific Ocean Services, Ltd., about October 15.

To DANZIG.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., about October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., about October 15.

To SOUTH AFRICA.—*Calgary,* Elder-Dempster & Co., about September 30.

To RIO JANEIRO, SANTOS (BRAZIL), MONTEVIDEO, BUENOS AIRES.—*Canadian Voyageur,* Canadian Government Merchant Marine, Ltd., about September 29; *Honorius,* Houston Line, about September 30.

To ST. JOHN'S (NFLD.).—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about September 15; *Manoa,* Canada Steamship Lines, Ltd., about September 23.

To BARBADOS, TRINIDAD, AND DEMERARA.—*Canadian Coaster,* Canadian Government Merchant Marine, Ltd., about September 21.

To NASSAU, KINGSTON AND BELIZE.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., about September 27.

To AUSTRALIA AND NEW ZEALAND.—*Canadian Planter,* Canadian Government Merchant Marine, Ltd., about September 23.

To COPENHAGEN AND GOTHENBURG.—*Shiekshinny,* Sprague Line, about September 15; a steamer, Sprague Line, about September 30.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., about September 15; *Manoa,* Canada Steamship Lines, about September 23.

From Quebec

To Liverpool.—*Mercian,* White Star-Dominion Line, about September 17; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about September 24; *Canada,* White Star-Dominion Line, about September 24; *Oxonian,* White Star-Dominion Line, about October 1; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., about October 4; *Megantic,* White Star-Dominion Line, about October 8; *Empress of France,* Canadian Pacific Ocean Services, Ltd., about October 18; *Canada,* White Star-Dominion Line, about October 22; *Vedic,* White Star-Dominion Line, about October 29.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., about September 14 and 21.

To Bermuda, British West Indies, and Demerara.—*Chaleur,* Royal Mail Steam Packet Company, about September 16; *Chignecto,* Royal Mail Steam Packet Company, about September 30.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black Line, about September 20.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* September 21 and October 5 and 19.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Mahura,* Canadian-Australasian Line, about October 8; *Waihora,* Canadian-Australasian Line, about October 15.

To New Zealand and Australia.—*Waiotapu,* Canadian-Australasian Line, about September 15; *Canadian Traveller,* Canadian Government Merchant Marine, Ltd., about September 15; *Canadian Scottish,* Canadian Government Merchant Marine, Ltd., about October 15.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, Ltd., about September 24.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., about October 18.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Canadian Winner,* Canadian Government Merchant Marine, Ltd., about September 15; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., about September 15; *Empress of Asia,* Canadian Pacific Ocean Services, Ltd., about October 13.

To Yokohama, Kobe, Hong Kong, and Manila.—*Ixion,* Blue Funnel Line, about September 23; *Talthybius,* Blue Funnel Line, about October 14.

To India.—*Canadian Transporter,* Canadian Government Merchant Marine, Ltd., about October 15.

To London, Hamburg, Rotterdam, Amsterdam and Antwerp.—*Noorderdijk,* Royal Mail Steam Packet Company, about September 15.

To Kobe, Shanghai, Hong Kong and Manila.—*Harold Dollar,* Dollar Line, about September 30; *Melville Dollar,* Dollar Line, about October 23.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, about September 16; *Ixion,* Blue Funnel Line, about October 7; *Talthybius,* Blue Funnel Line, about October 28.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

Major E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Major H. A. Chisholm, M.C., Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Lt.-Col. Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancoma.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Major Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 19 Victoria street, London, S.W., England. *Cable Adress, Dominion, London.*

United States.

Dominion Bureau of Information, 1463 Broadway, New York City: Frederic Hudd, Acting Director.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Rt. Hon. Sir George E. Foster, G.C.M.G., P.C.
(Minister of Trade and Commerce.)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, September 19, 1921 | No. 920

NEW OFFICE OF THE COMMERCIAL INTELLIGENCE SERVICE

The Government has authorized the establishing of a Trade Commissioner Office in Jamaica. Mr. G. R. Stevens has been appointed to the post at Jamaica and will shortly leave to take up his new duties there.

FRANCO-CANADIAN SAMPLE TRAIN

Ottawa, September 10, 1921.—As will have been observed in the press, an exhibition train containing a large selection of samples of French products is now touring Canada with a view to extending the trade of France in Canada. The train is most completely equipped with sample articles, books, catalogues, photographs etc., and is accompanied by a staff of experts from France who are prepared to give Canadian buyers full information and take orders for a long line of articles representing the highest class of the skill and genius of the industries of France. The Department of Trade and Commerce is assisting in every possible way to make the tour a success.

The exhibits have already been seen by hundreds of people in various centres and will be seen by many thousands more during its extended trip and the excellence of the exhibits has been favourably commented upon by those who have seen them. The initial exhibition is undertaken by the French Government and the French exhibitors. The Canadian railways are providing haulage free and the Canadian Government has undertaken to assist in various ways the successful transit of the train through Canada.

As a compliment to the French train exhibit, it is expected by the French Government and greatly desired by the Department of Trade and Commerce, that a similar train containing Canadian exhibits will next year make a tour through France for the purpose of presenting to the French buyers, in an attractive, picturesque and practical way, the resources of the Dominion.

The French Government offers:

1. The free transportation of the Canadian sample goods both ways across the ocean.

2. The free warehousing of the Canadian sample goods in the docks of the French port selected.

3. The gratuitous use of the railways and other equipment required for a complete exhibition train and its circulation throughout the principal cities of France.

4. The use of the best theatres in practically every city visited by the Canadian train, with the net proceeds of the entrance receipts for theatrical displays of films and other devices demonstrating the natural resources, industrial development, and natural beauties of Canada.

5. The free use for a period of six months of the most suitable building in the city of Paris, presumably Le Petit Palais in Les Champs Elysees, for a fixed exhibition of the Canadian sample goods.

There appears no better method to instil a greater knowledge and more intimate appreciation by the French and Canadian peoples of their respective capabilities for an exchange of commodities to mutual advantage.

The privileges granted by the French Government are an exact replica of those which Canada has granted to the French exhibition train, but it must not be overlooked that in such an exchange of facilities Canada will be the more largely benefited.

Canada will have an unique opportunity to advertise its resources to a market of 38,000,000 people, whereas in return, France will appeal to a market of less than 9,000,000 people. In addition, Canada will have the advantage of having an exhibit for an extended time in one of the most beautiful buildings in the world, where it would be viewed not only by the large population in Paris, (2,850,000), but by the great travelling public, tourists and buyers, which congregate in the French capital from all over the world.

The department therefore bespeaks from the Canadian public their interest and co-operation in undertaking a reciprocal exhibition which is unique of its kind and one which can only be of great commercial and financial benefit to the Dominion.

It is expected therefore, that a responsible committee of those interested will be formed with a view to carrying out the project. The Department of Trade and Commerce, however, in the first instance, will be glad to take upon itself the responsibility of the initial work in connection with a permanent organization to be formed later on, and will be pleased therefore to receive suggestions and opinions from those interested. Communications may be addressed to the Deputy Minister, Department of Trade and Commerce, Ottawa.

(Sgd.) GEORGE E. FOSTER,
Minister of Trade and Commerce.

INCREASED OPPORTUNITIES FOR CANADIAN TRADE WITH NEWFOUNDLAND

The recent tariff enactment of the United States, by which her fishermen and manufacturers of fish products receive a much larger measure of protection than in the past, is reacting seriously upon Newfoundland. In round figures, Newfoundland purchases one-third of her imports from the United States and looks to that market for the disposition of about fifteen per cent of her exports. This market would appear to be destroyed under the new tariff, and Newfoundland's ability to pay for American commodities will be materially handicapped.

For the fiscal year ending June 30, 1920, Newfoundland's imports amounted to $40,533,388. The exports covering these imports amounted to $34,724,556, leaving an unfavourable trade balance of $5,808,832. This unfavourable balance accentuates the importance of the United States market to Newfoundland, and the loss of a $4,000,000 market will be doubly serious. In Newfoundland's import table, Canada, with $18,767,238, United States with $15,414,067 and the United Kingdom with $4,637,074, supply 95 per cent of Newfoundland's imports. In regard to exports, the United Kingdom accepts $6,411,967 worth of Newfoundland's products, the United States $4,426,142 worth, and Canada $2,602,859 worth. The balance of trade between Newfoundland and her three principal commercial partners is favourable to Newfoundland in the case of the United Kingdom by $1,774,893, is favourable to the United States by $10,987,925, and favourable to Canada by $16,164,379. It would appear that any diversion of trade at the expense of the United States would improve the United Kingdom's position in those commodities which she now supplies, and any subsequent advantage accruing from the United States failure to buy Newfoundland products would improve Canada's standing. It would, therefore, appear to be a favourable opportunity for a study by the Canadian manufacturers of the principal items imported by Newfoundland from the United States, with a view to the substitution of Canadian products and the increase of reciprocal trade.

DISTRIBUTION OF IMPORTS

The United States is predominant in Newfoundland markets in certain classes of manufactured foodstuffs, in items of clothing and personal furnishings, in leathers and leather goods, marine equipment and ships chandlery, musical instruments, tools, vehicles and certain building materials. Canada supplies the old British colony with the largest proportion of her dairy and packing house products, vegetables, fresh meats, coal, lumber, steel and agricultural implements. The United Kingdom leads in exports of textile, piece goods, china and earthenware, soaps and cigarettes. The only important import trade with countries other than the above is that of tea from Ceylon, $182,434 worth yearly, and cigars from the British West Indies to the value of $19,560 yearly.

FOOD PRODUCTS

Among food products imported, the United States has the bulk of the trade in anchovies, sardines, and similar canned fishes, supplying $56,624 worth out of a total importation of $76,502. The lion's share of the fruit trade (other than apples) is held even more strongly by the United States, supplying $319,432 out of a total yearly import of $410,525. Out of a total import of $409,816 of grocery sundries and specialties, the United States supplies $233,707, or roughly three-fifths of the total amount, while Canada's trade in the same commodities is $153,351, or about three-eighths. The yearly imports of condensed milk is $166,991 of which the United States has five-eighths and Canada the remainder. Corn meal to the value of $248,505 comes from the United States, and Canada supplies the balance or $72,386.

Newfoundland's imports of pickled meats, which are so essential to a sea-faring community, are also largely American in their origin. From the United States comes $2,785,392 worth of meats of all descriptions, while Canada supplies the remaining imports valued at $396,708. Granulated sugar is divided between Canada, the United States and the British West Indies; the United States supplying $612,209 in comparison with $287,386 from Canada and $142,547 from the British West Indies.

In the items of biscuits, butter and cheese, confectionery, eggs, flour, oat meal, potatoes and field crops and tea, the bulk of the trade is now with Canada. The butter trade amounts to $223,624 annually, all supplied by Canada; cheese is imported to the value of $141,559 and only a small percentage comes from the United States; the confectionery trade is worth $311,453 yearly and Canada's share at present is $224,010. Potatoes to the value of $107,898 come in each year from Canada, and Canada also monopolizes the flour market with yearly imports of $2,857,213.

CLOTHING AND PERSONAL FURNISHINGS

The United States strongest position in the Newfoundland market is in items of clothing and personal furnishings. They supply by far the largest percentage of such commodities, although the United Kingdom is predominant in woollen piece-goods. Canada's sole superiority under this heading is in the items of raw and manufactured furs.

Out of a total import of $778,657 worth of cotton fabrics, the United States supplies $592,069, the United Kingdom $142,856, and Canada's share is inconsequential. Of articles classed as dry goods, the United States supplies imports valued at $550,774, Canada $302,477, and the United Kingdom $136,361. The United States' position is even stronger in articles of leather ware, including dressed leathers and boots and shoes. She supplies imports valued at $834,214 and Canada only furnishes $83,212. A very important trade is also done in rubber footwear, consisting of sea boots and such supplies, and here likewise the United States is predominant with $326,694 out of a total importation of $523,339. In articles of ready-made clothing, the United States leads with $633,467, followed by the United Kingdom with $139,246,

while Canada's present share is $101,562. The hat and cap trade is also predominantly held by the United States, that nation furnishes $120,059 out of total imports of $214,730. The millinery trade is fairly well divided; the United States leading with $156,108, Canada providing $123,036 and the United Kingdom supplying $115,673. The trade in thread, buttons, shoe laces and such smallware is divided evenly between the United Kingdom and the United States.

BUILDING MATERIALS

The imports of items classified under this heading are divided between Canada and the United States. The United States enjoys the bulk of the trade in cement, plate glass, nails, and paints and varnishes. Canada's best sellers are lumber, both rough and dressed, spars and ship timber, iron and steel, and cabinetware. The yearly cement requirements of Newfoundland are $49,405, of which $34,338 comes from the United States and the remainder from Canada. Out of total imports of $66,572 worth of plate glass $55,207 originates in the United tates. The imports of nails are fairly well divided; $42,687 coming from the United States and $31,367 from Canada. In the items of paints, varnishes, whiting and glues, the United States supplies $141,634 and Canada $121,135.

HARDWARE, SHIPS CHANDLERY AND FISHING SUPPLIES

The United States has an excellent trade in items under this heading and furnishes the majority of supplies of blocks and sheaves, anchors, chains, fish hooks, knives, cutlery, guns and rifles, tools, netting and nets, motor engines for fishing boats, belting and cordage to Newfoundland. Canada is predominant in sails and tarpaulins, cork floats, brushes, stoves, hollow-ware and tinware. Edged tools to the value of $73,376 are supplied by the United States, and Canada furnishes the same goods to the extent of $52,011. Knives, cutlery and miscellaneous hardware also come in large part from the United States. The import returns show $332,622 from the United States as against $134,823 from Canada. Nets and netting to the value of $128,621 are purchased in the United States and Canada's share is inconsequential. Anchors, chains, fish hooks and such fishing supplies are more evenly divided. The United States exports to Newfoundland $101,211, the United Kingdom $80,359 and Canada $60,508. The year's imports in motor engines for the fishing trade amounted to $626,455, of which the United States supplied $394,945, and Canada the remainder. The cordage requirement, amounting to $48,122, is almost evenly divided between the two countries.

The principal hardware export trade of Canada to Newfoundland is in tinware and hollow-ware, under which items Canada supplies $72,363, in comparison with $36,347 from the United States. The trade in stoves is worth $35,256 annually and is almost entirely Canadian.

MISCELLANEOUS

In Newfoundland's fuel imports Canada supplies almost all the coal valued at $964,177, as compared with $68,800 from the United States and $62,071 from the United Kingdom. The imports of oil are very much the other way. The United States supplies $893,697 and Canada's exports are $225,088. Automobiles to the value of $208,314 were imported as compared with $23,370 from Canada. In items of machines and machinery including sewing machines and typewriters, the United States supplied $340,106 as compared with $122,228 from Canada and $59,665 from the United Kingdom. Mining machinery however came largely from Canada, $301,303 as against $219,301 from the United States. Only a very limited trade in

agricultural implements has been developed and Canada enjoys prominence in this line. The imports of musical instruments such as pianos, organs and phonographs amounted $66,011 of which $47,970 came from the United States.

SUMMATION

Speaking broadly, Canada's best opportunities to profit by the present dislocation in trade between the United States and Newfoundland lie in lines of condensed milk, groceries, pickled meat, granulated sugar, corn meal, tobacco and cigarettes, cotton fabrics, boots and shoes and India rubber footwear, hats and caps, millinery, paints and varnishes and almost every sort of hardware connected with the fishing trade. There is also a considerable demand for motor engines for fishing boats, automobiles, sewing machines, electrical fixtures and specialties, tools and building materials which could be profitably diverted to Canadian manufactures.

THE ENGLISH HOP CROP

Trade Commissioner Harrison Watson

London, September 2, 1921.—According to Messrs. W. H. and H. Le May's Annual Report, the year has been a difficult one for hop growers.

The serious attack of aphis blight which set in about the middle of May was not got rid of until the first week of July, and while the excessive heat was helpful in this connection, the extraordinarily long drought affected the maturing of the plants.

Hops planted on the rock in Mid Kent and the deep loams of East and North Kent have done best; all descriptions of Golding hops have stood the drought better than the Fuggles on the heavy clays of the Weald and Sussex, which have suffered from lack of moisture and will produce only about half of last year's yield. Worcestershire and Herefordshire have had more rain, and it is estimated that the total yield will be 25 per cent more than last year, although conditions vary. The quality promises to be very fine. Surrey and Hampshire are likely to be about 10 per cent less than last year.

The acreage under hops in cultivation at present is 25,120 acres, against 21,000 last year, but the new plantations, in consequence of the extreme dry weather, will not produce many hops, and those two years old not more than half they did in 1920.

Taking all matters into consideration, it is computed that the weight of the English hop crop will be about 200,000 cwts., as against 279,000 cwts. last year.

The cost of production has been very heavy, the expense of removing the aphis blight being supplemented by high labour, and dear coal and manures.

Messrs. LeMay express the opinion that the 25,120 acres under hop cultivation is far below what is required by United Kingdom brewers. The consumption of beer is now again increasing, 600,000 cwts. being now required annually to meet their needs. Upon this basis, there is room for at least 40,000 additional acres in England, provided that the importation of hops is prohibited, or a duty of at least £5 per cwt. put on foreign hops to restrict importation.

REVIVAL OF LUMBER MARKET AT MUKDEN

According to the Manchuria *Daily News*, a marked revival of the lumber market in Mukden has taken place. It is due to the commencement of building work on a large scale by the South Manchurian Railway Co., as well as increased building activity by private firms. It is estimated that this year from 1,200,000 to 1,300,000 tons of lumber will be consumed.

PACKING FOR EXPORT TO MANCHESTER AND DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, August 29, 1921.—On the subject of packing goods for export there are almost as many opinions as methods. Each branch of industry presents its own peculiar packing problems, and the requirements of importers are therefore diverse in character. This diversity is best understood in a country like Great Britain which exports to all countries in the world. Only by years of experience and the outlay of much money have the packers of the United Kingdom learned their business.

Old established firms in Canada have little to learn from other countries in the art of packing, but the younger firms who have during recent years made such praiseworthy efforts to develop a foreign trade, may be willing to consider any pointers tendered for their benefit.

Rather than express his own views, the writer prefers to submit the following notes which are the result of investigations among importers in Manchester and district. They are made as brief as is consistent with clearness. It is obvious that only the cardinal features of packing are given the remainder being left to the intelligence of the packer.

REMARKS

Facts, even though they be platitudes, are always worthy of reiteration. Among the facts inseparable from success in packing are the following:—

(1) The soundness of material works in harmony with economy in its use. It follows therefore that strong cases should be used and that all waste space in the interior should, as far as possible, be eliminated. In the case of baling, a stout external covering is necessary, with interior protection from damp, and security of hooping or other binding.

(2) Contents of cases or bales should be carefully checked, and a key to the contents should be transmitted to the importer, when necessary. The key applies to mixed contents of course, especially hardware. Each carton or package should bear the character of the contents clearly marked. It is understood that British exporters exercise special care in this respect, in order to facilitate checking of invoices, etc., by the importer.

(3) The nature of the internal packing should be based on the character of the goods and the risks to be assailed during transportation. Zinc, terne and waterproof paper linings are popular among British exporters, and excelsior is always preferred as a more potent resister of damp than either hay or straw. Sawdust is also in common use.

(4) With regard to goods that are exported sectionally, the various parts should be checked carefully before packing, cartoned or wrapped securely, and a key for the guidance of the man who assembles the parts should be enclosed or forwarded separately to the importer.

(5) All cases must necessarily bear indentification marks, and such other character as may be authorized by the importer.

(6) Expedients for the prevention of pilfering are indispensable. Hoops with lead seals are adopted by British exporters, as are also small steel clamps driven into every board of the case, in addition to nailing.

PACKING OF VARIOUS COMMODITIES

Clothes Pegs—Should be packed 5 gross in a case, the latter measuring approximately $22\frac{1}{2}$ inches by $9\frac{3}{4}$ inches by $6\frac{3}{4}$ inches.

Box Boards—Usually packed in wired bundles, care being taken that specific sizes of specifications are in distinct bundles. Instructions invariably accompany the many and diverse sizes upon which quotations are invited.

Handles—Hammer handles to be packed in gross lots in either bags or cases. The former is the cheaper method by about 1¼ per cent per gross, but the latter method is preferred.

Sledge, navvy, pick and miners' pick handles should be packed in quarter, half or one gross lots, according to sizes.

Wringers—Preferred in cases containing three wringers, care being taken to avoid interior oscillation by using adequate packing.

Washboards—Washboards are usually bundled in dozens, with such protection as will prevent breakages on the docks or on the railroads.

Enamelledware—The leading manufacturers of Canada are fully conversant with the methods of packing for the British market. Only one defective shipment is reported in connection with which a claim for 30 per cent of the value of the contents had to be made. The fault was in the packing. Care should be exercised in the interior packing, adequate paper or other protection being given to the nesting. The use of stronger cases is advocated.

Dinner cans, for which there is a big sale in Manchester, should be packed in cases containing twelve cans.

Lamps and Lanterns—Hurricane lamps and lanterns received from Canada have given every satisfaction both in quality of the article and the style of packing.

They are preferred in strong cases containing one dozen to the case, and special care is called for in regard to protective papering or other wrapping material.

Lawn Mowers—Lawn mowers are most acceptable when packed one to each case with the various parts securely wrapped. The handles are packed in separate cases, and are usually bought by the gross.

Chair Seats—Quite satisfactory when forwarded in strong crates containing 300 to a crate. It is perhaps unnecessary to state that in the better quality seats, rubbing should be prevented.

Pastry Boards—In crates containing one gross to the crate.

Food Choppers (Mincers)—Each to be packed in cartons, and then cased, six to each case.

Door Furniture—Hinges, knockers, finger plates, etc., are preferred in sets of one dozen, cartoned, or securely wrapped, afterwards being cased.

Locks should be packed in dozens and multiples thereof according to sizes. They are preferred on show-cards for window display.

Nuts and Bolts—Several Canadian manufacturers have shipped to Manchester, and are therefore familiar with method of packing. They are invariably packed in quarter and half gross packets or cartons, according to sizes. The $\frac{1}{4}$-inch are preferred in one gross lots, $\frac{5}{16}$-inch, $\frac{3}{8}$-inch and $\frac{7}{16}$-inch in half gross lots, and the $\frac{1}{2}$-inch and $\frac{5}{8}$-inch in quarter gross lots. To be exported in strong hooped wooden cases from 3 to 4 cwts. net.

Wire—Fencing wire, galvanized and black is satisfactory if shipped in lots of 1 cwt. (112 pounds) unwrapped.

Bright and annealed steel wire (bench wire) must be in 56-pound coils (exact).

Tinned and coppered wire should be wrapped in gunny in 56 and 112-pound parcels.

Coppered steel strong wire is required to be packed in gunny, the coils being 112 pounds, catch weight.

Tinned mattress wire 21½ to 24½ in catch weight coils of 20 to 40 pounds in one length, packing to be in water-tight casks, inside diameter of coils 12 inches to 14 inches.

Barbed wire is satisfactory in ½-cwt. (56 pounds) lots, net weight, on wooden reels.

Tinman's Rivets—To be packed in wooden kegs containing 110 pounds.

Cement—To be packed in bags or casks, the former preferred. The bags should be of double strength, and contain 2 cwts. (112 pounds to cwt.). Casks usually contain 400 pounds each, and are hooped with light but strong metal to prevent breakage.

Eggs—It is unnecessary to state how eggs should be packed, as the Canadian buyers, speaking generally, give every satisfaction. If there is any defect it is associated with the fillers. A few firms interviewed are under the impression that the fillers might be strengthened to prevent breakages. Some packers are using fillers of adequate strength, while others are neglecting this important feature of packing. Pilferages are fewer since the introduction of "keys" and the clenching of nails.

Butter and Bacon.—The packing of butter is satisfactory, but bacon boxes are considered rather awkward to handle. Nevertheless, importers interviewed fail to see what improvements in size or structure could be adopted with profit.

Cheese—Years ago there were many complaints of the fragility of cheese boxes, but the importers consulted this week are quite satisfied with the packages now being used.

Dowels—These are preferred in bundles of 50, 100 and 200, according to diameter, tightly tied with cord.

Canned Fruits—Fruits are preferred in wooden cases, containing 24 2-pound tins to each case. The cases are considered strong enough if of ⅝-inch boards. It is understood that consignments are often received which contain only 12 2-pound tins in each case.

Condensed Milk and Canned Fish—Condensed milk and canned salmon and lobsters are invariably packed in wooden cases containing either 48 1-pound tins or 96 ½-pound tins. The ends of the cases are usually ¾ of an inch thick and the sides are made of ½ or ⅝-inch material. Cases are either hooped or wired after nailing.

Chemicals—Chemicals, it is learned, should be packed in casks, carboys, drums or bags in weights specified by buyers, and in accordance with instructions received from the same source. Acetate of lime must be packed in bags closely woven.

Opinions of Port Authorities—An interview with the Manchester Ship Canal authorities has been arranged and the result, embodying suggestions they may make to prevent pilfering, etc., will be published in the near future.

FINANCIAL SITUATION IN NEW ZEALAND

Trade Commissioner W. A. Beddoe

Auckland, August 15, 1921.—There is a slight improvement in the financial situation, the evidence of which is that money may be more freely cabled than has heretofore been the case.

Large retailers are selling stocks at reduced prices for the purpose of meeting current engagements on new stocks, cancellation of which had been refused, and it is generally understood in business circles that prices will not come down at once.

United States money to-day is worth \$3.65 to the £1, and Canadian about \$4.06. The cost of exchange, cabling, is 3 per cent, which is a very high rate. The consensus of opinion in business circles and with bankers is that the financial situation is slightly brighter to-day than it was two weeks ago.

AUSTRALIAN FINANCIAL CONDITIONS

Trade Commissioner D. H. Ross

Melbourne, August 9, 1921.—During the last ten days the financial and industrial outlook of the Commonwealth has been passed in review by the chairmen of three leading Australian banks, and all three have qualified their more serious comments on the position, with a confident optimism that the country will readily emerge from the difficulties which resulted from excessive importing and the restriction of its oversea markets.

The extraordinary increase of £64,359,212 in the value of the imports in comparison with the previous year has been checked, and it is by no means improbable that towards the end of 1921 there may be a shortage in some lines of goods and commodities. The decline in the exports, in comparison with the previous period, by nearly £18,000,000 was chiefly caused by the demoralized wool markets in Europe. The heavy accumulation of stocks are being realized at an accelerated pace by importers whose profits within the last three years have been ample to sell at—and under—landed costs.

It must not be construed that the period of deflation is past, for while importers hold large stocks, and bonded stores are filled to their limit, it will probably—under the most favourable circumstances—be the end of this year before the excess goods and commodities will have gone into consumption.

In endeavouring to obtain orders for even necessary goods and products of Canadian or United States origin, the chief disturbing factor, in recent weeks, has been the marked decline in the purchasing power of the Australian (£) pound, which, however, continues on a parity with London. This is further accentuated in that the values for customs duties are computed at the bank rate and not at the mint par rate of conversion.

When the question of strictly North American goods and commodities arises, Australian importers readily recognize the material advantage of securing supplies from Canada rather than from the United States as long as the existing disparity in exchange continues, but, inversely, while the London rates show no decline the obvious desire to place orders in the United Kingdom is at once apparent. Cabled quotations received yesterday were to the effect that the New York rate was $3.60 and the Montreal rate $4.03 to the pound sterling.

On the reverse side of the trading ledger, it now only requires spring rains late in September or early in October to assure another profitable wheat harvest, upon which the prosperity of the country so much depends.

The outlook for the gradual disposal of the huge accumulations of wool—in both England and Australia—at fairly remunerative prices is more favourable than for many months. The sales in Australia (although only comparatively limited quantities have, so far, been offered by the controlling authorities) have realized rates substantially above the cost of production.

As the mail closes a general survey of the financial and trading situation emphasizes a considerable improvement, and indicates that Australia is well on the way to recovery from the disturbing conditions experienced during the last six to eight months.

REQUIREMENTS OF CANNED GOODS IN BELGIUM

Mr. A. S. Bleakney, Canadian Trade Commissioner to Belgium, writes from Brussels under date of August 26, 1921, as follows:

Would you kindly ask Canadian exporters of canned fruits, condensed milk and salmon to keep me advised on what stocks they have for export as there is a growing demand for these commodities here. Only a few Canadian exporters of these lines have communicated their ability or desire to ship to Belgium.

STATE OF TRADE IN MANCHESTER AND DISTRICT

Trade Commissioner J. E. Ray

Manchester, August 31, 1921.—The month of August has closed with no evidence of a revival in the textile industry. Apart from the fact that the past month is generally accepted as a quiet one in comparison with the other months of the year, there has existed a dearth of orders from abroad, and the home trade has exhibited no sign of a forward move. Lancashire begins to look cheerfully upon the coming winter's trade, but inquiries among business circles reveal no substantial ground upon which optimism may be based.

STEEL TRADE

The steel trade of the district is practically stagnant. The Lancashire founders are short of orders, and there is no sign of revival in the midland counties of England. Much of the depression is attributed to the dearness of coke. Doubtless the question of cheaper fuel must be solved before British producers can meet the challenge of competition from the United States. A writer on this subject contributes an article to the current issue of the *Manchester Guardian Commercial,* in the course of which he says: "In recent weeks furnace coke from the United States has been quoted at three dollars a ton at the ovens, and sold at a profit. British coke has been quoted from 45s. ($10.95) to 57s. ($11.43) a ton, and sold at a loss. Foreign steel has been produced, so far as fuel is concerned, under £2 ($9.73) a ton. British fuel has cost £6 ($29.20) for fuel alone."

ELECTRICAL INDUSTRY

The electrical industry is reported to have a brighter outlook at present than it has had for many months past.

TIMBER TRADE

During the last week or two there has been a satisfactory recovery in the softwoods trade, particularly with regard to spruce. Pitch pine, too, is in greater demand. While conditions are apparently improving in the timber trade generally, orders are far below their normal number.

CHEMICALS

An interview to-day with a leading chemical merchant in Manchester revealed the fact that chemicals are meeting with a very limited demand. Export trade is dull. The merchant interviewed failed to understand why Canada does not endeavour to obtain a more substantial footing in Manchester and district. He has received a number of samples of various kinds of chemicals, but they do not approach the severe analysis requisite.

SEED TRADE

The recent exceptional drought has given a spur to the seed trade. Grass seeds are in brisk demand. Wild white clover has been selling at 23s. ($5.59) per pound. A month ago the price was 5s. ($1.22) per pound. Lucerne is realizing 130s. ($31.63) per cwt., if recleaned 10s. ($2.43) per cwt. more is obtained.

PROVISIONS

The provision trade is dull at the present time. Danish butter has fallen 10s. ($2.43) per cwt. Prices are about 260s. ($63.27) per cwt. Finnish is 7s. ($1.70) per cwt. below the Danish figure, Canadian is 240s. ($58.40) to 250s. ($60.83).

Cheese is lower in price, Canadian realizing from 126s. ($30.66) to 130s. ($31.63) per cwt.

The demand for bacon is meagre.

Eggs are hard to sell, although new laid ones are selling at 9 cents each. Irish extra selected are from 28s. to 29s. ($6.82 to $7.06), ordinaries 26s. to 27s. ($6.33 to $6.57), Russians are from 23s. to 24s. ($5.60 to $5.84).

Canned salmon prices remain high and sales are restricted.

Canned fruits are selling more freely than has been the case for some weeks.

THE LEATHER TRADE

Butts and bends of best quality are reported to be scarce and higher in price. Business is said to be fair in connection with patent calf and the commoner sorts of splits. Box and willow calf are in poor demand, while the call for suede leathers and best glace kid has been more insistent.

The boot and shoe trades are naturally feeling the effects of the general trade depression, but orders for the home trade are steady and better than the makers anticipated under the circumstances.

COMMERCIAL NOTES FROM NEW SOUTH WALES

Commercial Agent, B. Millin

TRADE CONDITIONS IN NEW SOUTH WALES

Sydney, August 11, 1921.—The turn of the half year has brought much needed relief to what was often a strained position. There is still a good amount of unemployment, but the position in that respect continues to show some improvement. Wool and wheat continue to be the chief factors in bringing money into the country, and the improvement in the wool market, and the consequent realization on large quantities of wool which have been in store for a very long period, is a very satisfactory feature of improving conditions. Pastoral and agricultural conditions continue to be most excellent although the bounteous rains in some districts have caused unprecedented floods and much consequent damage. Financial leaders, however, continue to point out the necessity for careful management in public and private affairs, so as to combat the reaction to the apparent prosperity of the country during the last few years, caused by the freehanded expenditure of money for war purposes.

DEMAND FOR RUBBER FOOTWEAR IN NEW SOUTH WALES

Considerable quantities of rubber footwear are used in New South Wales. Shipping outfitters annually require quantities of men's thigh and knee rubber boots, more especially the latter, which are in demand by seamen employed on sailing vessels. They prefer friction lined boots to the boots lined with warm material, as in the event of water finding its way inside, the former are more readily dried. In flood times, such as that from which the inland country is at present suffering, considerable supplies are used by the pastoralists and agriculturists, but this demand is very intermittent. Tennis shoes, sandshoes, goloshes (men's and women's) are in demand all the year round.

AERIAL SERVICES IN AUSTRALIA

Aerial mail services, which will bring into ready touch far distant stations that are not readily accessible by the present methods of communication, will be initiated in the Commonwealth in a few months time.

In many parts of New South Wales at the present time, huge tracts of the flat, inland country are suffering from unprecedented floods, and aeroplanes have been used lately in delivering fodder to flocks of sheep marooned on the higher lands.

COTTON GROWING IN AUSTRALIA

Climatic and other conditions in the state of Queensland are peculiarly favourable to the cultivation of cotton, and, for many years, small quantities of the best qualities of cotton have been successfully grown. The scarcity and high prices of cotton during the war period drew renewed attention to the subject, and, as a result of the visit of a commission from England, which came here with the object of inquiring into the commercial possibilities of cotton growing, a subsidy was promised to cotton growers. As a result of these negotiations a recent shipment of 500 bales went to England, and, needless to say, the results attained on the other side will be awaited with no small amount of interest.

SEARCHING FOR OIL IN NEW GUINEA (PAPUA)

The search for oil in New Guinea is still being steadily pursued, but so far has been very disappointing. Indications have been very good and 2,000 gallons of oil have actually been obtained from bores put down, but the main supply has not yet been actually tapped. A suggestion has been made that the formation of the country may permit the escape of the oil through some subterranean opening.

DOCKING ACCOMMODATION AT SYDNEY

The port of Sydney is the best equipped port in the Southern Hemisphere as regards dock accommodation, both graving and floating, and the largest vessels trading to Australia can be safely and quickly docked. Facilities for carrying out large and important repairs or renewals to vessels have of late years been very much increased. The visit of H.M.S. *Renown* to Sydney, however, drew attention to the fact that vessels of this size cannot be docked in Australia, and a recommendation has been made by a Royal Commission for the immediate construction of a floating dock capable of taking the largest vessel now afloat.

The largest graving dock at Sydney is 850 feet in length.

SUGAR PRODUCTION IN AUSTRALIA

The yield for the present crushing season is estimated to be more than enough for Australia's requirements, which average about 280,000 tons a year. Next season there should be a considerable surplus, a result, no doubt, of the three-years' guarantee of £30 per ton for raw sugar. A large area of land has been put under cane, and so far the prospects are very favourable. The present outlook points to a marked falling off in the demand for sugar from jam makers, as owing to the decreased demand, many of them have large stocks of fruit pulp and jam on hand at present.

LOW PRICES ON MEAT IN NEW SOUTH WALES

Present meat prices in New South Wales are at a lower point than they have been for many years. The causes of the sudden drop are the cessation of the export trade owing to large stocks being held abroad, the extraordinary good season that pastoralits have been favoured with, thus causing unlimited supplies of feed for stock, and owing to the difficulty of realizing the wool clip many pastoralists have had to send stock to market for monetary relief, thus flooding the market with stock for which there has been little demand. Reports throughout the state show that the season has been exceptionally favourable for autumn and winter lambing, and it is estimated that a very large increase in the state's sheep flocks will result.

SYDNEY WOOL SALES

From a seller's point of view the wool sales continue to be very satisfactory, and almost every parcel offered at auction has been sold at most satisfactory prices as

compared with those ruling a few months since. Early in the season there seemed to be no prospect of selling anything below the standard of good merino, but the present market affords opportunities for disposing of medium and faulty merino, fleece and pieces, at prices that compare favourably with pre-war rates. The finer grades of cross-bred are also saleable at fair rates, but the coarser grades are hard to sell. Continental and Japanese buyers are buying very freely, and English buyers are also operating on a larger scale.

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

V

Iron and Steel

ANGLE, CHANNEL AND T.

The largest importation under this heading since 1914 is recorded during 1920; an indication of the increase in price during the last ten years is given in the fact that in 1910, 210,431 cwts. were imported at a value of $281,000, while in 1920, 58,885 cwts. were imported at a value of $389,310. Of the amount shipped last year, the United Kingdom secured the largest proportion, shipping 54,410 cwts. The only other countries sharing in the business were the United States, with 4,275 cwts., and Belgium, with 200 cwts. Canada, which shipped during the three previous years, is not in evidence during 1920.

BOLT, BAR, AND ROD

During 1920 the importations of bar, bolt, and rod decreased from the previous year's figures to 250,667 cwts., which is almost 50 per cent less than the average yearly quantity imported prior to 1914. The United Kingdom continues to hold the bulk of the trade, having shipped last year 178,540 cwts. Canada takes second place with 38,188 cwts. This amount, however, only totals one-half of the 1919 shipment from the Dominion. The United States greatly reduced its shipments during 1920, being responsible for only 24,043 cwts. Sweden and Belgium are credited with smaller amounts, but these countries are now very much in evidence at c.i.f. quotations very much below other countries, and when buying is taken up again, and that will be in the not distant future, this competition will have to be met if Canada is to hold her trade. There is no doubt that quality will help Canada over Belgian iron.

GIRDERS, BEAMS AND COLUMNS

The United Kingdom holds the large proportion of the trade under this heading, shipping last year to a value of $454,000, out of a total importation valued at $529,540, each amount being a distinct advance on the figures for several years. The United States secured business in these lines totalling $74,730, an advance on its largest amount since 1911. Canada is credited with $820, under this heading, being the first shipment for three years. In view of pre-war totals, which in one year reached $22,000, there is no doubt that an extended effort on the part of Canadian manufacturers would have the result of again securing a larger proportion of the import total; it may be said that this is already in evidence for this year.

CAST IRON PIPES AND PIPING

Of a total of 294,137 cwts. of pipes and piping imported last year, the United Kingdom supplied 293,145 cwts. and Canada the balance of 992 cwts. representing a decrease on the part of the Dominion from its 1918 total of 66 per cent.

WROUGHT IRON PIPES AND PIPING

A large increase in the quantity imported under this item is recorded in 1920, the amount being 204,592 cwts. Of this amount a substantial increase in shipments was made by the United Kingdom, which supplied 171,484 cwts., while the United States and Canada decreased their totals, supplying 20,777 cwts. and 12,331 cwts. respectively. An item of 401 cwts. is also credited to Canada under the import returns of the South West African Protectorate.

It is felt that active representation on this side would result in a much better showing under this heading. Several inquiries and some tenders passed through, and have been submitted by this office on behalf of Canadian manufacturers, but the right type of representation could be made exceedingly effective if embarked upon, with, of course, competitive prices.

PIPE FITTINGS

This item, which was only made a separate customs entry in 1918, has increased 100 per cent, so far as the total quantity imported is concerned, since that year. Last year 19,044 cwts. were imported. The United Kingdom supplied the bulk of this amount, its total being 16,937 cwts.; the balance, totalling 2,003 cwts., came from the United States. A sample shipment of 4 cwts. was received from Canada, and it is hoped that returns for 1921 will show that business has resulted from the same.

ROLLED PLATE AND SHEET PLATE

161,084 cwts. are recorded under this import heading, as being imported during 1920, the supply being divided between the United States, with 83,074 cwts., and the United Kingdom with 72,663 cwts. Small shipments of 3,692 cwts. from Canada and 1,655 cwts. from Belgium are also recorded. The item credited to the Dominion is the first substantial shipment under this heading.

GALVANIZED IRON AND STEEL (NOT CORRUGATED).

The pre-war average total import under this item was again reached during 1920, when 118,518 cwts. are recorded as having come into the country. The larger proportion was supplied by the United Kingdom, with 99,899 cwts.; the balance was shipped from the United States, and totalled 18,619 cwts.

In galvanized and corrugated iron and steel, the total import increased under a similar manner during 1920, while the supply is divided between the United Kingdom and the United States in the same proportions.

BOILERS

The evidence of a much larger demand for boilers is shown in the increased value of imports during 1920, which reached $761,300 more than double than of the previous year; the bulk of the supply was from the United Kingdom, the United States and Sweden following in much smaller proportion. Negotiations have recently been made by this office for the representation here of Canadian manufacturers of boilers, and it is hoped that this will result in a portion of the coming year's business being credited to Canada.

OIL, PETROL AND SPIRIT ENGINES

A much larger demand existed during 1920 than in the previous year for oil, petrol and spirit engines, which were imported to the value of $448,150. The United Kingdom was the chief source of supply, followed fairly closely by the United States with Germany coming into the market for the first time, in a small way. Canada

is credited with $330 under this heading, and, with two or three agencies of engines of this description recently arranged, the Dominion should secure a larger percentage of the annual total in the near future.

TRACTION ENGINES AND STEAM ROLLERS

1919 was an abnormal year so far as imports under the above heading are concerned. The figures for 1920 are larger than those of pre-war years, with one exception. The largest shipment is credited to the United Kingdom, followed by the United States, while Canada secured a total of $2,980.

AGRICULTURAL TRACTIONS

736 tractors were imported last year, 570 being from the United States, 148 from the United Kingdom and 14 from Canada. Italy is also represented by three and Belgium by one. Further, and more energetic representation should succeed in increasing the Canadian total.

MACHINE TOOLS

The value of imports for 1920 was $108,090, divided between the United Kingdom and the United States, with $325 credited to Canada. This item has only become a separate Customs' entry since last year and comparison is not possible with the previous totals. There should, however, be a growing market in South Africa for machine tools, in which Canadian manufacturers might share to a larger extent.

CORN AND FLOUR MILLING MACHINERY

$423,900 is the value of corn and flour milling machinery imported into the Union during last year. The first place in regard to supply is accorded to the United Kingdom, with Switzerland coming second, and the United States third.

This office is endeavouring to arrange representation for a well-known Canadian house manufacturing some of this class of machinery.

MACHINERY FOR MANUFACTURING

The importation under this heading reached a total last year double that of 1919, and four times that of any previous year, the value being $5,181,870. The large proportion of this trade is in the hands of United Kingdom manufacturers, who shipped to a total value of $3,980,600; the United States takes second place with $876,230, followed by Germany, Sweden and Holland, with amounts well under $100,000 and France, Switzerland and Belgium with small shipments.

Canada is credited with $2,500 against this item, which it is believed represents concrete machinery. Two well-known Canadian manufacturers are now represented here, and a nice line of business has been opened up for each.

MINING MACHINERY

During 1920, the total import of mining machinery continued to reach the average pre-war total, a value of $3,013,950 being recorded. This trade is almost wholly divided between the United Kingdom, from which last year there was shipped machinery valued at $2,044,450, and the United States, which shipped $949,920 worth. A small shipment was credited to Germany last year, after five years' absence from the market. Canada was responsible for material of this category totalling in value $3,600, and with the prospect of business resulting from certain recently formed agencies, this figure should increase in the near future.

PRINTING AND BOOKBINDING MACHINERY

Out of $516,480 which was the value of the machinery for printing and bookbinding imported last year, the United Kingdom supplied to a value of $330,620, and the United States to a value of $177,820, the only other shipment of note being $7,400 from Germany, which was the first shipment made by her after five years' absence from the market. Small shipments were made from Canada under this heading prior to 1915, but since that date, nothing has been recorded.

PUMPS

A large increase is shown in the total importation of pumps last year, the value being $969,130. The supply is divided between the United Kingdom, United States and Switzerland, with small shipments from Sweden, Germany and Norway. Canada is given credit for imports amounting to $940 under this heading. This does not appear to be the result of continuous shipments from the Dominion. There is no doubt that direct representation, if arranged, would have the result of securing a larger portion of the trade.

TANKS AND VATS

The total import under this heading has varied considerably during recent years. In 1920, shipments to the value of $27,780 were received, this being the largest total for four years. The trade is almost solely in the hands of United Kingdom shippers, with small amounts credited to France and the United States. Canada figured in the total to a small degree during 1917, but no other shipment from the Dominion is recorded.

MACHINERY—N.O.D

Of a total importation valued at $2,746,780, under this heading in 1920, the United Kingdom, as the result of intensive efforts, secured $1,992,250, which is, with one exception, the largest total on record from this source. The United States, while ahead of former years, dropped a little behind its 1919 figure. Germany came into the market again with a fair shipment, as also did Belgium, while Sweden and Switzerland continued to increase their shares of the trade. Small amounts are credited to France, Australia, and Norway. Canada's total last year reached $37,910, an advance over the 1919 figures and also over the average for the past few years. During recent months, representation has been arranged for several machinery houses, and it is quite possible that the 1920 import figures may be excelled during the present year.

BELTING AND BANDS—NOT LEATHER

During 1920, the total import of this item advanced over 40 per cent, the value being $1,184,310. The trade up to the present has been divided between the United Kingdom and the United States, their increases being almost equal for last year. Small and intermittent shipments have been made from Canada, but with two of the larger manufacturers in the Dominion now represented, some continuity of business should be recorded.

BOILER COMPOSITION

Of a total of $14,480 recorded under this item for 1920, $13,405 is credited to the United Kingdom, the balance being divided between the United States and Australian shippers. It is beleived that experiments have recently been made with the product of a Toronto factory, and if these are successful, Canada will undoubtedly figure in the annual import amount in a substantial way.

STEAM AND SUCTION HOSE

Last year, steam and suction hose valued at $18,890 was imported, the United States securing about two-thirds of the amount and the United Kingdom the remainder. Canada shipped in 1919, but shipments from there are not in evidence in 1920. There would appear to be no reason why certain manufacturers in the Dominion could not secure a portion of the trade in these products.

ENGINE PACKING

The total value of engine packing imported last year reached $478,620, two-thirds of the supply coming from the United Kingdom and one-third from the United States, small shipments being recorded from Canada and France; with the exception of 1918, the amount recorded for the Dominion shows a slight increase last year.

Electrical Material

SECONDARY BATTERIES

This was only made a separate customs entry last year, so that comparison with previous years is not possible. The total value imported during 1920 was $360,060, the United States shipping two-thirds of the supply and the United Kingdom the remainder. A small shipment valued at $2,655 is recorded from Canada, and if found satisfactory, will doubtless lead to a larger import this year.

ELECTRICAL AND HEATING MATERIALS

In cable and wire a total import of over $2,000,000 is recorded, the chief source of supply being the United Kingdom, with a small percentage from the United States, and a shipment from Japan. United Kingdom shippers appear to have made great efforts to control the market for these items, and seem to have succeeded during last year. Prior to 1914, Germany secured a fair portion of the trade, but has not been in evidence during the past four years. During 1918 and 1919, Japan made large shipments, but these were doubtless unsatisfactory in price or quality, as the 1920 total is very small indeed.

In electrical apparatus and material, a total importation of $201,520 is recorded, the larger proportion of which was shipped from the United Kingdom, with a 25 per cent share of the trade credited to the United States.

A small shipment, valued at $350 came from Canada and represents chiefly samples of a line which it is hoped will shortly be in evidence here.

In regard to incandescent lamps, there is an average annual import of about $400,000 in value, and which latterly has been divided between the United States, United Kingdom and Holland, in the order named. Samples have been sent out from Canada during the last year or two, but results are not yet in evidence.

11,808 K.W. motors were imported during 1920, the trade being equally divided between the United States and the United Kingdom, with small amounts credited to Sweden and Canada.

In electrical machinery, a large advance on the figures for the past six years is recorded, the value being $1,563,970. The United Kingdom leads as a source of supply, followed by the United States, with Sweden registering a very much smaller figure. An item of $620 is credited to Canada under this heading.

Electrical materials, fittings and parts are responsible for an increase in the import values of $2,351,340, which is nearly 150 per cent in advance of the 1919 total, and a much larger figure than in previous years. Owing to the electrical systems adopted in South Africa being of the British standard and patterns, the United Kingdom controls the largest proportion of this trade. The United States manu-

facturers, however, secured one-sixth of last year's total, while a small share of the trade is also credited to Japan, Holland, Sweden, Italy and Switzerland, in the order named. During 1920, imports from the Dominion under this heading show a nice increase over previous totals, the value being $16,050, and is due entirely to direct representation.

TELEGRAPH AND TELEPHONE MATERIAL

An increase of 100 per cent over previous years is recorded in the value of telephone and telegraph material imported in 1920, the amount being $153,880. United Kingdom manufacturers held the bulk of this business, with the United States receiving a share. Canadian manufacturers, while not credited with anything under general imports, shipped to the South African Government stores last year, material valued at $2,000. This amount will be largely increased during the present year as substantial contracts have been entered into with Dominion manufacturers.

NEWFOUNDLAND TARIFF AMENDMENTS

With reference to announcements in *Weekly Bulletins* No. 908 of June 27, 1921, page 1026; No. 912 of July 25, 1921, page 167; and No. 916 of August 22, 1921, page 328, on Newfoundland tariff changes, copies of the Acts providing for these tariff amendments have been received by the Commercial Intelligence Branch of the Department of Trade and Commerce. The Acts were passed in Newfoundland on August 12, 1921. The principal features of the new legislation are practically the same as have already been published in the *Weekly Bulletin*. It may be noted, however, that the increased export duty of 40 cents per quintal on certain dried or preserved fish is to be applicable only to this fish when exported in sailing vessels of non-British registry. The additional duty of 2½ cents per pound on sugars will be used to liquidate the debit balance of the Food Control Board. The duty is now 5½ cents per pound on loaf, cut loaf, cube, castor, icing, or fine ground sugars, and 4 cents per pound on other sugars. With respect to the new 25 per cent surtax, the Governor General in Council is given power to reduce the rate of this surtax whenever it appears that it is producing a revenue in excess of the requirements of the public service.

INCREASE IN THE GENERAL TARIFF OF BRITISH HONDURAS

The Colonial Secretary of British Honduras has forwarded copy of a new ordinance which went into effect on August 23, amending the former tariff of that colony. The principal amendment is an increase in the general tariff from 15 per cent ad valorem to 20 per cent ad valorem, wherever a 15 per cent rate occurs in the former general tariff. Fifteen per cent was the prevailing rate in the general tariff of British Honduras and is the rate which applies to the large class of merchandise included under the heading of unenumerated goods. The corresponding rate under the British preferential tariff, which is applicable to Canada, is not affected and remains at 10 per cent ad valorem.

Cinematograph films are made dutiable under the new rate of $1.50 per reel, preferential tariff, and $3 per reel general tariff.

For the purpose of assessing values expressed in British sterling currency, the exchange value of the pound sterling is now fixed at $4.86 and the importer shall pay duty at an ad valorem rate on the amount calculated on this value. Formerly the exchange value of the pound sterling was $4.

THE FRENCH MARKET FOR RANGES, STOVES, AND HEATERS

Trade Commissioner Hercule Barré

Paris, August 15, 1921.—In the past, all types of ranges, stoves, and heaters have been imported into France. When buying these articles, as is the case with many other commodities, customers often consider the foreign article best, but in regard to cost, the French product almost invariably has the advantage, because it is always primarily made with a view to its being retailed at a low price.

At this date some importations of gas stoves from England are being made by firms who have a high reputation, and who have done business in the French market for a long time. As a rule, these stoves are not made in special patterns for this trade. The standard English pattern with burners on top of the oven sell quite well here. In addition, small electrical heating appliances are often imported, as the home product is usually badly made though much cheaper. Latterly, German firms, who before the war did a large trade in France in gas stoves, have been trying to regain their position. Although they make articles in imitation of the French types, which are very serviceable and low priced, yet popular sentiment is so intensely antagonistic just now, that their competition is not much to be feared, nor is it likely to be for some time to come. A firm of British stove manufacturers do a good business here mostly in stoves for factories, but also in stoves and heaters for living rooms. They make praiseworthy efforts to study and follow French styles and make special patterns for this country.

TRADE METHODS

The firms importing these commodities to France are few in number, and almost all their business is done through agents who handle their products exclusively. The business requires a good deal of pushing and most of these firms send out tastefully illustrated catalogues printed in French. It should be noted that if Canadian manufacturers would supply catalogues, preferably illustrated, this would greatly assist them in obtaining trade in all lines. If one can show the merchants what type of article is made in Canada they become interested and critical, and, having received valuable information, are in a position to do business without unnecessary doubt and delay.

CUSTOMERS' WANTS

In this line of business it is important to bear in mind that the prevailing taste here is for a highly decorated and flashy article. This is more particularly the case when it is conspicuous, as, for instance, a sitting room heater. This must be ornamental, and generally is fitted with gay coloured tiles and sometimes also with polished brass patterns. If intended for use in the kitchen, appearances do not count so much, but in general, anything which is seen must have the appearance of being substantial or even costly. French goods are made to meet this demand and the customers, who are very conservative, will not buy articles of unusual patterns.

KITCHEN RANGES

Everyone who was in France with the Canadian Expeditionary Force will remember the very primitive ranges containing a tiny round fire place and a small oven at one side, which they saw in all the smaller country houses. Many of those stoves travelled round with certain officers' messes and did good service, especially where the mess was small. Nearly all kitchen ranges made and sold in France are constructed somewhat similarly. In the smaller houses, and particularly in the Parisian flat, the kitchen is so small that the average Canadian range would fill most of the floor space. The range in common use here is generally square, of average size (32 inches by 21 inches), height 33 inches, and is made of sheet iron. It also

contains a small fire-place, a range and a hand-filled water tank. (See Fig. 1.) Sometimes it is made with a hot water boiler on three sides of the fire to act as a small heating system or a wash basin. In that case a larger tank is fitted over the range to store the hot water, while an iron protector is fitted between the fire and the tank when hot water is not required. The standard Canadian stove is not suitable for the French market as it would take up too much room and, since it is so different from the usual type here, it would be regarded with disfavour. Stoves are also made having gas as an auxiliary heating power, but they are not often seen in use.

COAL HEATERS

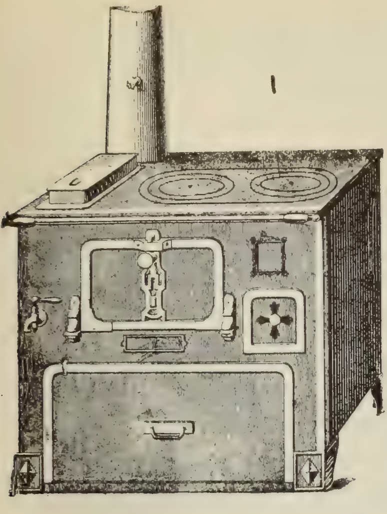
The importations of these articles at present are not considerable, but at least one firm is doing a good business importing such stoves from England. The standard, tall, round, pattern stove is used in workshops, offices, schools, etc. It is made in several sizes from 18 inches to 55 inches high and the body is sometimes made of sheet or cast iron, as in Fig. 2. Stoves for use in apartments and sitting rooms are often made square, generally about 36 inches high and elaborately ornamented with decorative iron work or tiles. These stoves are made in two models, with a visible fire or with a closed-in fire (Fig. 3.). They often have a space between the tiles and the stove body through which the hot air circulates. The heating apparatus most frequently seen in small houses is a small stove, with visible fire, shaped to fit in the fire-place, and made so that it can be readily connected with the chimney (Fig. 4.). It has a very small economical fire-place, and a door with talc insets. Too much stress cannot be laid upon the fact that any article made for the Frenchman's sitting room must be of a highly decorative appearance, as otherwise, customers will not trouble to look at it. Firms who export these articles to France make them of special patterns following the types most in favour here.

GAS HEATERS

In almost every city kitchen in France, some sort of portable gas fire is used so that the range need not be lighted for the smaller cooking operations. Often this takes the form of a double gas ring on a stand, but the arrangement shown in Fig. 5 is also extremely popular. It is made in both plain and hard enamel finish, and the usual colour is green. The size of that shown in the illustration is length 25 inches, breadth 11½ inches, height 11½ inches. The oven is only 13 inches long, which would seem to be somewhat inadequate except for warming dishes, but this type is very useful in a small kitchen. In the larger kitchens the usual type of high fixed gas stove is often used. These are not made to any great extent in France, but are imported, mostly from England. The manufacturers send out their standard goods making no changes to suit the French trade, but their stoves have a good reputation and have been on this market for some years.

In these larger stoves the competition of German firms is again in evidence. One German firm has an agent at Paris and samples of its lines are on view. They make a two-burner stove of good appearance and finish, and the sale of their goods is helped by the good reputation they established before the war. The latest prices available (four months old), were slightly in excess of the usual French price for a similar article, which is not so well finished. It is difficult to predict the effect of the export tax from Germany which has now come into force, but importers express the opinion that people are not yet willing to buy German goods, no matter what the price.

Small gas heaters are in great use for dining rooms, etc., where a fire is only wanted occasionally. They are of the usual type, made to fit in the fire-place, but they must be decorative. One English firm here imports a gas heater with a coloured porcelain front inlaid with brass pattern work. This firm also markets a



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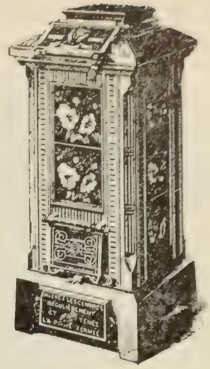

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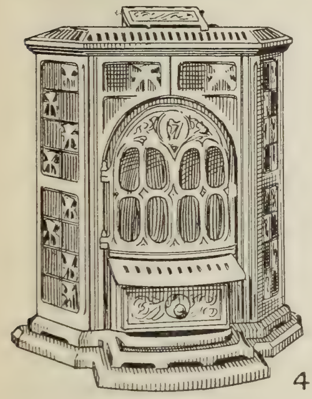

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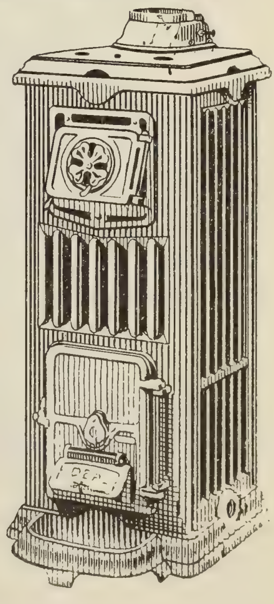

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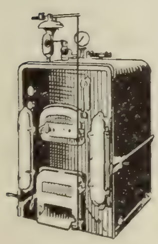

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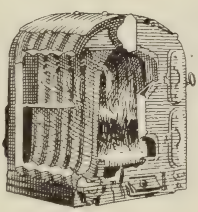

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Illustrations referred to in the report on French Market for Ranges, etc.

small gas radiator which absorbs its own products of combustion, and in this article they practically have a monopoly. If costs can be kept down there will be an opportunity for trade in gas stoves, but it should be kept in mind that there will be a great deal of competition and prices are all important.

ELECTRICAL HEATING GOODS

Electricity is not nearly so common in France as gas, though many small country villages which never had gas, now have electric light. In Paris most of the older flats still have gas. Electricity here is very expensive and therefore the market for electrical heating goods is not very wide. Perhaps for this reason, and also on account of the bad quality and finish of the French article, much of this material is imported from England and the United States. Before the war Germany sent large quantities of small electrical material to France, but there is no sign of renewal of this trade as yet. In electrical heating goods, no special types are in use here and those imported are usually of standard pattern. The room heater in most common use is semi-spherical in shape and made of copper. Electric irons are also much used, but the small electric stove is very rarely seen. One English firm imports a large electric kitchen stove, similar in style to a gas stove, but as it uses a good deal of power, there is little demand for it except in large kitchens where expense is not considered. The usual voltages in France are 110 and 220, but varied voltages are used in different parts of the country. A future trade in these articles depends upon the price asked. French articles are very cheap but are of bad quality and finish.

HEATING SYSTEMS

Low pressure steam and hot water are the heating systems in vogue here. Hot air is considered unhealthy owing to the dryness of the air and it, therefore, is never utilized. In the smaller houses, the kitchen range or a special stove with water jacket (Fig. 6.) in one of the rooms provides the hot water. In the larger houses a furnace is placed in the cellar and is of somewhat similar type to that used in Canada. (Fig. 7 and 8). The French heating engineers have an excellent reputation for efficiency and there are several large and progressive firms here manufacturing this class of goods. Before the war French firms made practically all the heating fittings used here, but after the armistice some were imported from America. The opinions of dealers are divided on the question of the possibility of importing these goods at present owing to the exchange and also to the long transport and heavy weights involved. Another great difficulty is that all pipe work here is made with metric screw threads and this necessitates pipes being specially threaded for imported fittings. A very neat new type of radiator with four downward pipes instead of two has recently been introduced here and it gives the same heating surface, while occupying about three-quarters the space of the old type.

PACKING

As all these articles are heavy and easily broken, they should be packed in well banded strong cases with plenty of straw. Stoves are not usually sent unassembled except in the case of the shipment of large quantities, and where facilities exist for erection.

PACKING FOR EXPORT TO JAPAN

Trade Commissioner A. E. Bryan

I

Yokohama, July 15, 1921.—It is recognized by all, but particularly by those shippers having the maximum of experience in the export arena, that one of the most important features of overseas business, second only to the quality of the goods themselves being up to sample, is that they should be packed in such a way that the contents will arrive at destination in good condition.

This applies particularly to Japan; most of the goods imported into this country must be handled three or four times by hand or hoisting machinery of various kinds, from the time the goods leave the factory until they reach the consignee. The Canadian manufacturer may be able to speak for longshoremen and the care they bestow in handling cargo in Canada, but unless he has visited Japan he has no idea of the carelessness or ability (to put it mildly) that the ordinary Japanese coolie possesses for throwing about a case of goods. Indeed only a few days ago the writer saw a contest, conducted on the side, by dock hands themselves, the idea being to see who could take a heavy case about four feet square and weighing about three hundred pounds, stand it on one edge and tumble it along its edges and corners like a small boy would roll a hoop. Naturally the contents of this case were getting all the benefit of the racking, unknown either to the exporter or consignee. Again, when the writer was recently sailing up the coast of Northern Japan he was interested in watching the unloading of cargo from ship's hatch to lighters, at the various ports of call. There was on this ship a considerable quantity of deck cargo, cases of coal-oil having two five-gallon tins of oil enclosed in one case. In unloading this oil one coolie would get on top of the pile, and instead of handing down the cases one by one to the others, he would simply roll a case off the top of the pile down on to the deck below. The writer counted eight cases out of one hundred that were broken open in this way, when the oil would spill the coolies would bring buckets or anything they had handy to gather as much as possible—presumably for themselves.

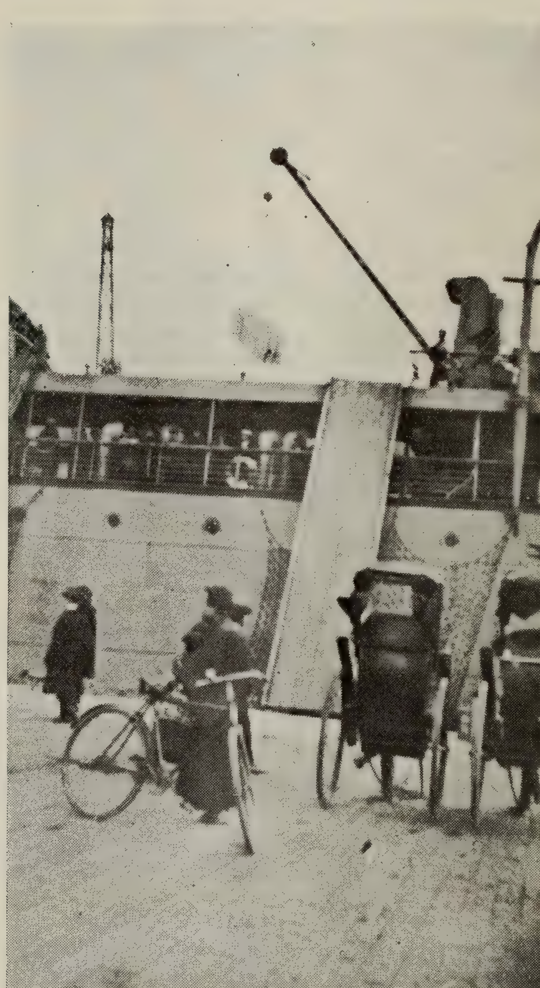
A friend of the writer, who was an exporter of Canadian beer to the Orient, came to Japan to investigate why so many claims were received for breakages, shortages, etc. It did not take him long to see the "why's and wherefores" of the case. He went down to the wharf one day to watch a shipment of his product unloaded, and there to his amazement he saw how the coolies would actually drop a case of beer on purpose and with such impact that most of the bottles broke, and as the beer flowed out through the straw packing, the coolies caught it in a pail, and then one by one did justice to the spoils. In order to overcome this trouble, the shipper found it better to send one or two extra cases with each shipment, to give to the men who unloaded it.

These are only a few actual cases of freight handling in Japan, although many similar examples could be cited, but they are sufficient to show that longshoremen at this end are much more ignorant, insubordinate and wilfully reckless than they are in Canada. Indeed if our freight handlers at home get the name of "baggage smashers" surely some other superlative would have to be found to describe adequately the status of these individuals in Japan.

Of course any treatise on packing, no matter how exhaustive, might be considered "ancient history" to some of our Canadian exporters who have been in the business for many years, but there will always be newcomers in the field, who, if they thoroughly digest all the information set forth herein as well as in other reports of a similar nature, will avoid the pitfalls that have so often beset others when they are making their first shipments. By so doing they will ensure for themselves future

orders, as well as protect the good name of Canada in the many countries of this Globe to which the tentacles of Canadian trade are now stretched out. For it is a fact, well verified by personal experience in Japan, that if one bad example of export packing is shown by a Canadian firm, the importer will immediately be prejudiced not only against the actual offender, but also against all other Canadian shippers.

There is really no excuse for bad packing by our shippers, nor is it a question of lack of good packing cases or material, for in this we should be at no disadvantage compared with any of our competitors. No matter whether there is a seemingly good cause for bad packing, it is invariably put down by the Japanese importers to carelessness and lack of interest on the part of the shipper.



These Bales do not get the Gentlest of Handling

The Japanese indentor has made a specialty of packing and expects to receive good service in this respect when he imports goods himself. In this matter our competitors have generally excelled themselves, particularly the British who have been shipping to Japan for many years and who have built up a permanent business owing to the fact that their goods besides being of excellent quality, invariably arrive in perfect condition. It requires much study on the part of the Canadian exporter

to familiarize himself with the best methods of packing, particularly the desired packing for shipment of goods to a certain country. The packing required on goods shipped to certain European countries for instance will probably not do at all for Japan owing to the different climatic conditions or several other causes. Ignorance of the conditions affecting shipments to different climates has caused many flagrant examples of defective packing, which must, of necessity, be the cause of a reduction in sales.

REALITY OF THE SITUATION

What Canadian shippers must realize at the outset is that packing goods as they would for domestic customers will not do at all for export to Japan. Anyone who has ever crossed the ocean or has seen the loading and unloading of cargo at ships' pier, will have noticed in a moment the rough handling that export cargo receives and the consequent necessity for stronger packing. It is this realization that the exporter must bear in mind when he sets out to pack for overseas. Having this in mind, he must visualize his shipment from the time it is put on the train at his warehouse until it reaches Japan. To do this effectively he should have had a trip to the Orient upon which to base his thoughts. He must be able, mentally, to follow his shipments on the train to the port of shipment, to see it dumped from the dray, tumbled about roughly on the dock and finally rolled into a big rope sling or network with perhaps a dozen other packages of various sizes and weights, weighing in all three or four tons, or perhaps more. As this load is hoisted up by the ship's derrick he must understand the extra strain that is likely to be put on that case of his, particularly if it happens to be one on a corner or on the bottom of the pile. As the sling is hoisted away he must see it knocked against the steel sides of the ship and as it is lowered down into the hatchway it is just as likely as not to bang on the sides going down and again probably when it reaches the bottom some forty feet below.

After this it will probably have many other cases of varying weights packed on the top of it to remain there for perhaps several weeks. Then again the Canadian shipper must see this whole process repeated on arrival at destination, and if the ship is unloaded into "lighters" first, it must go through the ordeal twice more before it is finally landed.

If the Canadian exporter can visualize all this procedure there will be no danger of his goods not being packed in substantial fashion, unless he fails to have the interests of his customer at heart.

EXPORTER OR MANUFACTURER

In Canada a growing amount of foreign business is handled through indent houses or commission agents. These middlemen usually act as buyers for the importer in Japan, and in the past, trouble has occasionally arisen over the responsibility for bad packing. In all probability the customer will blame it on the commission house and say he only packed the goods sufficiently well to take them to the exporter's warehouse, whereas the middleman will say that the manufacturer should have packed them in such a way, knowing where the goods were destined for, that they need not be repacked but could be forwarded right on to seaport to be loaded aboard ship. There is no excuse for this misunderstanding. Either the commission house must repack all goods exported, or there must be a definite understanding with the manufacturer that the goods must be packed for export at the factory in which case the goods are not repacked and the manufacturer takes responsibility for his products arriving at destination in good condition.

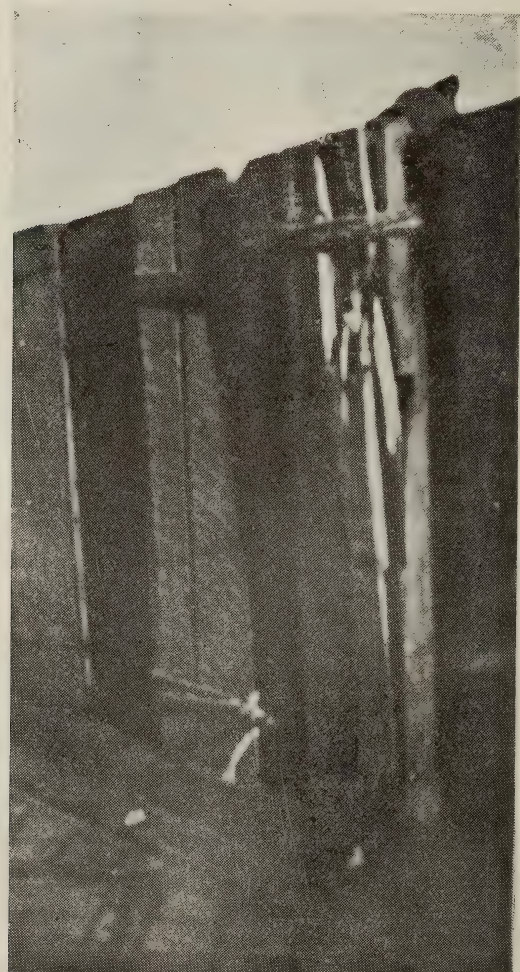
HOW TO PACK FOR EXPORT TO JAPAN

In setting out to pack a case of goods for Japan, the Canadian shipper must do so with the idea of making his package just as good as his product, and he must

not sacrifice the safe arrival of his goods to cheap or ungainly packing. Inadequate packing is dear at any price. Many firms have the idea that as long as a case of goods is accepted by the transportation company, they also assume the responsibility of getting the case to destination in good condition, and that this is sufficient. This is a great mistake, as the average shipping company is very well protected by the wording on the back of their Bills of Lading, and cannot be held responsible for goods that are damaged on account of improper packing. Not only this, but the shipper who is guilty of this, does not consider the interest of his customer, and evidently is indifferent as to whether he gets any future business or not.

CHARGE EXTRA FOR PACKING

The cause of poor packing seems in many cases to be traceable to the fact that the Canadian exporter is somewhat afraid to charge an extra sum for good packing,



Cases of Canadian Fish arrive in Broken Condition

for fear it will make his goods noncompetitive in price. Rather than do this, he usually makes no charge for packing which is done with cheap or inferior materials. But it should be noted that importers in this country would far rather pay for

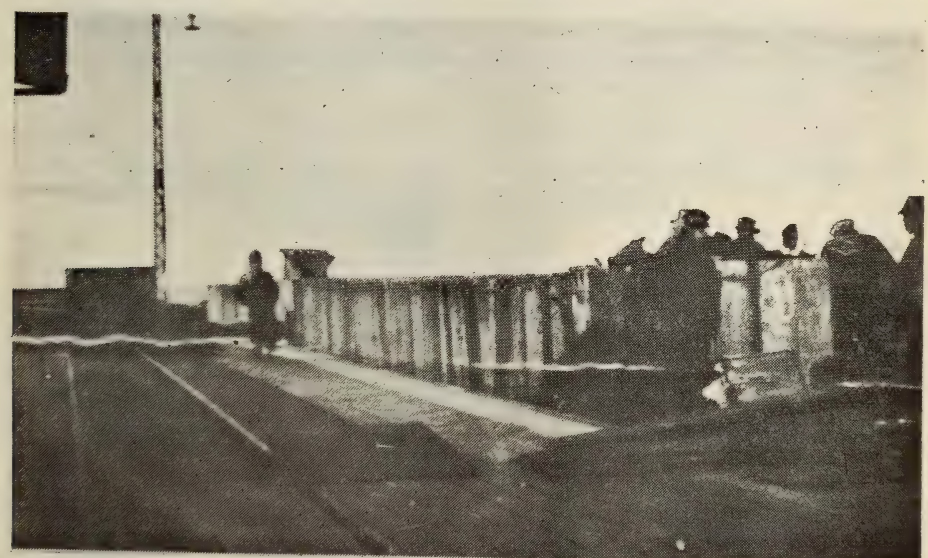
special packing than receive damaged goods, and generally give instructions when sending in their indents, as to the kind of packing that is required. In fact, with importers in Japan, as with exporters of Japanese goods, extra charges for packing is the recognized thing, and these charges are always billed against the buyer at cost and are shown separately in the invoices. Unfortunately in a few cases the instructions that have been sent from this side with regard to packing and marking, have not been followed. The result is not only the arrival of broken or missing cases and trouble with the Customs officials but delay in clearing of the goods. Exporters should therefore be very particular that every detail is carried out as per instructions received from their customers, and if such means extra expenditure, such should be charged up at cost against the buyer. It is best of course to include export packing in your c.i.f. prices, but this should only be for proper packing that will insure the goods reaching the consignee safely. If the shipper is of the opinion that if he did this his prices would seem high as compared with his competitors, then by all means show the charges for adequate packing separately.

PACKING DOES NOT EFFECT DUTY PAYABLE IN JAPAN

Unlike some countries, particularly those in South America, Japan does not charge duty on the gross weight but only on the actual or legal net weight of the goods themselves. Canadian exporters therefore have no occasion to use light packing cases, but can use sufficient thickness and strength, without any penalties in the way of higher duties.

CASE MATERIAL

Export packing cases should preferably be made from good clear lumber. If there should happen to be any knot holes, they should be covered on the inside of



Fifteen Hundred Cases of Salted Salmon from British Columbia. (Notice the Fish Protruding from the Broken Case on the Right)

the case with pieces of tin, nailed securely. Lumber should be light and strong, but sufficiently heavy or thick to insure the desired strength, depending upon the character of the merchandise. Some importers state that the lumber used should

be tongued and grooved, because ordinary boards will warp in the damp and humid atmosphere of Japan, but ordinary boarding with steel strapping is adequate enough for general exports to Japan.

Most goods are imported by commission houses in this country who take the cases first of all to their own warehouses. As soon as their claims are paid, these cases are then shipped out to various other centres, usually by rail but often by coast or freight boat. The importer always uses the original cases, in fact, if the shipment is from a manufacturer whom he has been dealing with satisfactorily for some time past, the goods are shipped direct, upon arrival, to their various customers. This is another reason why the importer expects good solid packing from exporters in Canada. There are Japanese firms here who make a business of buying old packing cases, so that the importer, even if he has had to pay extra for secure packages can always turn them over to one of these buyers at a fair figure.

RECENT SALE OF RAILWAY ROLLING STOCK TO CHINA

Trade Commissioner J. W. Ross

Shanghai, August 1, 1921.—The very deficient equipment of Chinese Government railways in rolling stocks, made it imperative that new equipment must be obtained, in order that the great quantities of native products which have accumulated at all shipping points, could be moved to markets. The Chinese Government being without funds to make purchases of the new material,—although all the railways of the country are showing a substantial profit on their operations—a group of native bankers undertook to finance the purchase of the necessary locomotives, cars, etc., the group in question announced the awarding of the tenders on July 4, 1921.

The following is the official notice announcing the successful bidders:—

"The Railway Car Loan Chinese Banking Group, acting in accordance with the recommendations made by the committee for examining the tender of locomotives and wagons of the Chinese Government Railways, and with the approval of the Ministry of Communications, begs to announce that the following bidders have been awarded tenders:—

Order	*Successful Bidder*	*Manufacturers*	*Price*
30 Prairie Type Locomotives for Peking-Hankow Ry.	Société Belge pour l'Exportation Industrielle.	Forges Usines et Fonderies de Haine-St-Pierre; Ateliers Métallurgiques Tubize; Société Franco-Belge à la Croyère (Belgium).	Bel. Francs 410,000
6 English Type Locomotives for Shanghai-Hangchow-Ningpo Ry.	Société Belge pour l'Exportation Industrielle.	Forges Usines et Fonderies de Haine-St-Pierre; Ateliers Métallurgiques Tubize; Société Franco-Belge à la Croyère (Belgium).	Bel. Francs 412,000 each (duty excluded). 434,660 each (duty and Famine surtax included).
2 Mikado Type Locomotives for Peking-Suiyuan Ry.	Mitsui Bussan Kaisha, Ltd.	American Locomotives Co., U.S.A.	G. $52,000 each.
3 Pacific Type Locomotives for Peking-Suiyuan Ry.	Mitsui Bussan Kaisha, Ltd.	American Locomotives Co., U.S.A.	G. $50,880 each.
100 40-metric ton all-steel H.S. open wagons for Peking-Suiyuan Ry.	Fearon, Daniel & Company, Shanghai.	Compagnie Centrale de Construction à Haine-St.Pierre.	Bel. Francs 31,325 each.
100 40-metric ton all-steel covered wagons for Railway T.T.P.R.	Fearon, Daniel & Company, Shanghai.	Compagnie Centrale de Construction à Haine-St.Pierre.	Bel. Francs 33,965 (C.F.E. each duty paid).
40 40-metric ton all-steel covered wagons for Shanghai-Hangchow-Ningpo Ry.	Fearon, Daniel & Company, Shanghai.	Compagnie Centrale de Construction à Haine-St.Pierre.	Bel. Francs 33,965 each.

Some interesting points in respect to the selling of foreign goods in the China market are brought out in connection with the granting of these tenders for railway rolling stock. A Japanese firm secured the contract for locomotives for American manufacturers, and an American firm obtained the contract for railway cars which are the product of Belgium. Another point is the manner by which the low exchange of the Belgian franc has assisted that country in obtaining this contract for cars. The present exchange value of the Belgian franc is about 8 cents gold, while its normal or home value is 19 cents gold, so that even supposing cars cost double what they did before the war in Belgian francs, that country would still be at an advantage in the low value of its present exchange. This, no doubt, fully accounts for their success in obtaining the contract for cars, as stated above.

PUBLIC FINANCE IN URUGUAY

TRADE COMMISSIONER B. S. WEBB

URUGUAYAN LOANS

Buenos Aires, August 8, 1921.—Details of a loan of $7,500,000 made to the Uruguayan Government through the agency of the National City Bank are published in the press to-day. The loan will be placed in New York bearing interest eight per cent, payable half-yearly. It will be issued at 92½. Amortization will begin at once, $300,000 being used annually during the first five years for buying up bonds at a price not exceeding par. During the following five years the same amount per year will be set aside to buy the bonds at a price not exceeding 105. After the eleventh year the annual amortization will be fixed by a quota which will correspond to the amount then due, calculating that the total cancellation of the loan would occur in the twenty-fifth year. Redemption will be made by purchase up to the price of 105, and, in case the quotation is higher, by drawings. After the first ten years the Government will have the right to cancel the debt in full at any time at 105. The Government undertakes that no future loan will be guaranteed by the national revenues or state resources without giving preference to the present loan.

The rate of interest is higher than that of any loan previously contracted by the Uruguayan Government, but bankers consider that the operation will be an advantageous one for Uruguay. At present rates of exchange the transfer of the proceeds of the loan should give a profit of not less than $1,600,000 Uruguayan gold which may reduce the real rate of interest to somewhere near six per cent.

TELEPHONE FINANCING

A telegram from Montevideo announces that the Post and Telegraph Department of Uruguay has made an ad-referendum contract with Mr. James Shirley, as representative of a syndicate of American bankers headed by the Equitable Trust Company, for a loan of $9,000,000 for the purpose of financing the construction of a subterranean telephone system in Montevideo. The loan will bear interest at eight per cent, the bonds being placed at 91. Amortization will begin in the eleventh year of the loan, a term of 30 years being fixed for its cancellation.

However, during the first ten years the bonds can be retired in whole or in part by lot at the price quoted on the open market. After the tenth year the amortization will be made at 105, five per cent of the total amount of the bonds issued being redeemed each year.

The loan is guaranteed by the telephone system to be constructed, including also the guarantee of the Administration of Posts, a subsidiary of the State. The greater part of the loan will remain in the United States to pay for construction materials. Of the remainder $2,750,000 will be brought at once to Montevideo to pay for the work to be done, a profit of $1,000,000 Uruguayan gold being obtained owing to the difference in exchange.

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries: "Letters posted in Canada to Central America, with the exception of specially addressed correspondence for British Honduras, are forwarded exclusively via New York. Correspondence for Cuba and South America, with the exception of British Guiana, is also, unless specially endorsed, forwarded via New York. Correspondence for the British West Indies is forwarded both by direct Canadian steamer and via New York whichever route will give the quicker despatch although, of course, letters marked for transmission by particular route will be forwarded in accordance with the superscription."

It is intended to publish in the *Weekly Bulletin* from time to time, for the convenience of Canadian firms, certain of the sailings from United States ports to the ports of the West Indies, Central and South America. For convenience, the dates as quoted below are applicable to Montreal only, and the mails actually leave New York two days later. To arrive at the dates for other Canadian cities, it will be necessary to adapt the table accordingly.

The following are those for the balance of the current month:—

LEAVING MONTREAL

For	*Via*	*September*
Antigua	New York	26
Argentina	New York	28
Barbados	New York	26
Bermuda	New York	19-26
Bolivia and Chile	New York	21-22
Brazil, North	New Rork	22
Brazil, South	New York	28
British Guiana	New York	26
Colombia	New York	20-28
Colombia, Cauaca Narino	New Orleans	19-26
Costa Rica	New York	22
Cuba	New Orleans	22-29
Curacao	New York	20-24
Dutch Guiana	New York	26
French Guiana	New York	26
Guatemala	New York	21-22-28
Haiti	New York	21-26-28
Honduras	New York	21-22-25-28
Honduras, British	New York	22
Honduras, British	New Orleans	21-28
Honduras, Amp. City	New York	21-22-25-28
Jamaica	New York	20-22-24-25
Leeward and Windward Islands	New York	26
Martinique	New York	26
Nicaragua	New York	21-22-25-28
Panama and Canal Zone	New York	21-22-25-28
Paraguay and Uruguay	New York	28
Peru	New York	21-22
Porto Rico	New York	24
Turk's Island and Dominican Rep.	New York	21-26
Venezuela	New York	22

SWISS TRADE WITH GERMANY

According to the *Bulletin Mensuel de la Banque de Geneva* for June 30, German imports to Switzerland in 1920 were almost double in value those of 1919, the figures being respectively 808·6 million francs and 483·3 million francs. This increase in German imports, which is to be traced primarily to the enormous depreciation of the German mark, was particularly noteworthy with regard to paper, its iron and manufactures, copper, and machinery. Swiss exports were affected in an inverse manner by the low rate of German currency, the figures for 1920 being only 252·2 million francs as against 698·3 million francs in 1919.

ITALY'S WHEAT AND OTHER CROPS FOR 1921

Trade Commissioner W. McL. Clarke

Milan, August 18, 1921.—All of Italy's principal field crops promise a very large return for the harvest in progress. For example Italy's wheat crop for 1921—sown over an area of approximately 11,927,000 acres, or 500,000 acres more than in 1920, and an acreage which equals the pre-war average—according to a provisional estimate just published, will amount to 5,120,000 metric tons or 273,400 metric tons more than in 1920, and an increase of 430,400 metric tons over the annual average for the years 1909-20. As Italy with a wheat crop of 3,846,600 metric tons in 1920 imported some 2,118,370 metric tons of wheat, it is anticipated that with the larger yield of this year there will be some decrease in wheat imports. As the country's requirements for 1921 are estimated at 7 million metric tons, there is still a margin for importation of 1,855,000 metric tons. The estimated yield as given above, does not take into account the harvest of the new provinces. These provinces are expected to produce an additional 25,000 metric tons, thus bringing the total anticipated wheat crop for 1921, up to 5,145,000 metric tons.

The oat crop of Italy for 1921 was planted over 1,200,000 acres. It is provisionally estimated at 550,000 metric tons as compared with the 1920 yield of 351,600 metric tons, and with the average annual yield of 470,900 metric tons from 1909 to 1920. Both the barley (550,000 acres calculated to yield 240,000 metric tons) and the rye (290,000 acres calculated to yield 130,000 metric tons) yields promise to be larger than last year's harvest by 112,200 metric tons and 14,700 metric tons respectively, and will net 40,000 metric tons of barley and 1,400 metric tons of rye more than the average production for the years 1909-1920.

TENDERS INVITED

Australia

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to File No. 26137). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAY DEPARTMENT

No.	Date of closing	Particulars
33256*a*.	October 5, 1921	Supply and delivery of two double-wheel lathes, and motors and starting equipment for operating same, as specified.
34377.	October 19, 1921	Supply and delivery of direct-current arc welding plant complete with accessories and spares, as specified.
34378.	October 19, 1921	Supply and delivery of armature banding machine, complete with electric motor and motor starting gear, as specified.
34342.	October 26, 1921	Supply and delivery of approximately 560 tons of best steel boiler plates, as specified.
34229.	November 2, 1921	Supply and delivery of electric storage battery (for automatic telephone exchange), complete with accessories and spares, as specified.
34409.	November 9, 1921	Supply and delivery of 10 sets of solid drawn steel superheater elements, with clips, to drawings, and as specified.
34410.	November 9, 1921	Supply and delivery of 220 copper flue tubes and 220 steel flue tubes, to drawing and as specified.
34412.	November 9, 1921	Supply and delivery of approximately 181 tons copper plates, to drawing and as specified.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 14, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending September 14; those for the week ending September 7 are also given for the sake of comparison:—

		Parity	Week ending September 7, 1921	Week ending September 14, 1921
Britain.. .. ..£	1.00	$4.86	$4.1422	$4.1365
France. .. ..Fr.	1.	.193	.0852	.0786
Italy.. .. ..Lire	1.	.193	.0486	.0476
Holland .. ..Florin	1.	.402	.3527	.3501
Belgium .. ..Fr.	1.	.193	.0836	.0777
Spain. .. ..Pes.	1.	.193	.1447	.1448
Portugal. .. ..Esc.	1.	1.08	.1170	.1175
Switzerland.. .. .. ..Fr.	1.	.193	.1899	.1924
Germany. .. ..Mk.	1.	.238	.0119	.0102
Greece. .. ..Dr.	1.	.193	.0641	.0646
Norway.. .. ..Kr.	1.	.268	.1461	.1448
Sweden.. .. ..Kr.	1.	.268	.2395	.2408
Denmark. .. ..Kr.	1.	.268	.1950	.1976
Japan. .. ..Yen	1.	.498	.5435	.5455
India.. .. ..R.	1.	2s.	.2926	.2937
United States.. .. .. ..$	1.	$1.00	1.1150	1.1190
Argentina .. ..Pes.	1.	.44	.3400	.3581
Brazil. .. ..Mil.	1.	.3245	.1449	.1440
Roumania. .. ..Lei	1.	.193	.0124	.0095
Jamaica. .. ..£	1.	4.86	4.1408	4.1769
Shanghai, China.. ..Tael	1.	.631	.7944	.8420
Batavia, Java.. ..Guilder	1.	.402	.3568	.3497
Singapore, Straits Settlements.. .. ..$	1.	.49	.4822	.4979
Barbados. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
British Guiana. .. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
Trinidad.. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
Dominica.. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
Grenada .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
St. Kitts. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
St. Lucia. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
St. Vincent.. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝
Tobago.. .. ..$	1.	1.	.85–.87¼	.86⅛–.88⅝

HOW TO PAY DUTY ON ADVERTISING MATTER SENT TO NEW ZEALAND

With reference to the article in *Weekly Bulletin* No. 900, of May 2, 1921, page 707, regarding the payment of duty on advertising matter sent to New Zealand, Mr. W. A. Beddoe, Canadian Government Trade Commissioner, writing under date of August 9, 1921, gives the following additional information:—

1. There is no method of prepaying duty on advertising matter by the use of stamps.

2. There are no regulations affecting this matter.

3. The Post Office Department consents to receive payment for duty by remittance to the Secretary of the Post Office, Wellington, where an account will be kept and proceeds of expenditure accounted for.

4. The duty payable on this class of material is 3d. per pound and 1 per cent primage added (preferential tariff).

5. The Customs Department have sent me a memorandum to the effect that should the firm sending the advertising matter have a resident agent in New Zealand, that agent will be notified on receipt of the parcel and he will be able to pay the duty and primage. The parcel will then be released.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, MONTREAL, TORONTO, ST. MARY'S (ONT.), WINNIPEG, AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, BRANTFORD, BELLEVILLE, LONDON, SARNIA, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CHAMBRE DE COMMERCE, MONTREAL; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, WINNIPEG, AND VANCOUVER; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

3416. **Provisions, eggs, canned goods, butter.**—A Liverpool firm desire to represent Canadian firms for the above, on a commission basis. Orders would be placed on c.i.f. terms, cash against documents.

3417. **Apples.**—A Paris firm are in the market for 10,000 boxes of apples. Essential that prices shall be c.i.f. Havre.

3418. **Apples.**—A Paris firm offer to receive Canadian boxed apples for sale on commission.

3419. **Apples.**—A Paris firm desire to receive Canadian boxed apples for sale on commission.

3420. **Apples.**—A Paris firm desire to receive Canadian boxed apples for sale on commission.

3421. **Apples.**—A Paris firm offer to sell Canadian apples on commission.

3422. **Apples.**—A Paris firm ask for quotations on Canadian boxed and barrelled apples. Prices c.i.f. Havre essential.

3423. **Apples.**—A Paris firm, who state they have customers willing to buy 3,000 barrels of apples, or their equivalent in boxes monthly, wish to represent Canadian exporters, charging a commission, and taking orders on the basis of prices c.i.f. Havre, cash against documents.

3424. **Apples.**—A Paris firm offer to receive Canadian boxed apples for sale on commission.

3425. **Apples.**—A Swedish fruit agent desires to represent Canadian barrel apple shippers, placing orders on a cash basis.

3426. **Apples.**—A Dutch firm solicit consignments of Canadian boxed and barrelled apples.

3427. **Apples.**—A Norwegian firm desire to receive consignments of Canadian Gravensteins and Blenheims in barrels and Jonathans, Spitzenbergs, and Winesaps in boxes.

3428. **Apples.**—A Norwegian firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3429. **Apples.**—A Norwegian firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3430. **Apples.**—A Norwegian firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3431. **Apples.**—A Swedish firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3432. **Apples.**—A Swedish firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3433. **Apples.**—A Swedish firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis. Will also consider selling offers.

3434. **Apples.**—A Swedish firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3435. **Apples.**—A Copenhagen firm of apple auction brokers solicit consignments of boxed apples. Commission 3 per cent.

3436. **Wheat flour.**—One of the most important Japanese firms importing agricultural implements and supplies of all kinds are desirous of obtaining samples of Canadian flour. C.i.f. Japan prices are requested, as well as full information regarding export packing, delivery, etc.

3437. **Box shooks.**—A prominent import house of Yokohama, whose president is also president of a large Japanese oil refining company, is in the market for wooden oil cases. These cases should be exactly the same size as those used by other oil companies; i.e., each case is divided with a partition in the centre and contains two 5-gallon tins. Wood used must be such that it can withstand the necessary strain. This business will probably run into about quarter of a million cases per year. A sample shook, together with best possible prices laid down in Yokohama in lots of 10,000 cases, is requested immediately.

3438. **Casein.**—A well-established Japanese concern in Yokohama, who have a strong connection with leading paper-makers, are in the market for cassein used chiefly for the coating of papers. The quality used in the manufacture of veneer boards is also required. This cassein should be of a size able to sift through a 30-40 mesh screen. To date most of that used has been imported from Australia and New Zealand, while some also has come from the United States. Packing required: should be in double gunny bags running from 160 to 165 pounds net. Samples of cassein used in Japan and purchased at 8 and 9 cents per pound f.o.b. United States may be seen on application to the Department of Trade and Commerce.

3439. **Kraft pulp.**—Samples of kraft pulp have just been forwarded to the Department of Trade and Commerce, counter samples of which are desired by a leading firm of Japanese importers. Prices and full particulars are requested immediately.

3440. **Rubber knee and thigh boots and rubber footwear.**—A firm in Newcastle, New South Wales, desire to hear from Canadian manufacturers with a view to arrangement for the importation of rubber knee and thigh boots and rubber footwear.

3441. **Agency.**—A Paris firm, which has agencies in the principal towns of France, are desirous of securing the representation of Canadian firms in canned goods and alimentary products (canned vegetables and fruits, canned fish, etc.). References.

3442. **Agency.**—British firm in Belgium are anxious to get into direct touch with Canadian packers with a view to acting as their sole representative in Belgium. This firm would also like to open relations with a Canadian flour-milling company.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

The sailing dates are approximate

From Montreal

To Liverpool.—*Hastings County,* Canada Steamship Lines, September 20; *Melita,* Canadian Pacific Ocean Services, Ltd., September 23; *Canada,* White Star-Dominion Line, September 24; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., September 30; *Canadian Commander,* Canadian Government Merchant Marine, Ltd., September 30; *Oxonian,* White Star-Dominion Line, October 1; *Megantic,* White Star-Dominion Line, October 8; *Metagama,* Canadian Pacific Ocean Services, Ltd., October 14; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., October 14; *Melita,* Canadian Pacific Ocean Services, Ltd., October 21; *Canada,* White Star-Dominion Line, October 22; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., October 28; *Vedic,* White Star-Dominion Line, October 29.

To London.—*Wyncote,* Furness Line, September 20; *Canadian Aviator,* Canadian Government Merchant Marine, Ltd., September 24; *Verbania,* Cunard Line,

September 24; *Brant County,* Canada Steamship Lines, Ltd., September 24; *Bosworth,* Canadian Pacific Ocean Services, Ltd., September 29; *Tarantia,* Cunard Line, October 1; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., October 6; *Vindelia,* Cunard Line, October 7; *Comino,* Furness Line, October 8; *Canadian Raider,* Canadian Government Merchant Marine, Ltd., October 8; *Vennonia,* Cunard Line, October 14; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., October 19; *Venusia,* Cunard Line, October 21; *Batsford,* Canadian Pacific Ocean Services, Ltd., October 25; *Vitellia,* Anchor-Donaldson Line, October 28.

To Glasgow.—*Gracia,* Anchor-Donaldson Line, September 24; *Saturnia,* Anchor-Donaldson Line, October 1; *Pretorian,* Canadian Pacific Ocean Services, Ltd., October 4; *Canadian Otter,* Canadian Government Merchant Marine, Ltd., October 5; *Tunisian,* Canadian Pacific Ocean Services, Ltd., October 8; *Cassandra,* Anchor-Donaldson Line, October 15; *Cabotia,* Cunard Line, October 22; *Gracia,* Anchor-Donaldson Line, October 29.

To Hull.—*Wyncote,* Furness Line, September 20; *Oristano,* Furness Line, September 28.

To Newcastle-on-Tyne.—*Wyncote,* Furness Line, September 20; *Scatwell,* Thomson Line, September 24; *Cairndhu,* Thomson Line, October 1; *Cairnmona,* Thomson Line, October 8; *Cairngowan,* Thomson Line, October 15; *Cairnross,* Thomson Line, October 22; *Cairnvalona,* Thomson Line, October 29.

To Avonmouth Dock.—*Orthia,* Cunard Line, September 24; *Cornishman,* White Star-Dominion Line, September 24; *Oxonian,* White Star-Dominion Line, October 1; *Welshman,* White Star-Dominion Line, October 8; *Salacia,* Cunard Line, October 11; *Concordia,* Cunard Line, October 15; *Caledonian,* White Star-Dominion Line, October 15; *Bothwell,* Canadian Pacific Ocean Services, Ltd., October 18; *Turcoman,* White Star-Dominion Line, October 22; *Lakonia,* Anchor-Donaldson Line, October 28.

To Manchester.—*Manchester Corporation,* Manchester Line, September 24; *Manchester Hero,* Manchester Line, October 1.

To Belfast.—*Rathlin Head,* Head Line, September 28.

To Cardiff and Swansea.—*Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., September 30; *Canadian Carrier,* Canadian Government Merchant Marine, Ltd., October 20.

To Leith.—*Seatwell,* Thomson Line, September 24; *Cairndhu,* Thomson Line, October 1; *Cairnmona,* Thomson Line, October 8; *Cairngowan,* Thomson Line, October 15; *Cairnross,* Thomson Line, October 22; *Cairnvalona,* Thomson Line, October 29.

To Rotterdam.—*Ranmore Head,* Head Line, September 21.

To Havre.—*Brant County,* Canada Steamship Lines, September 24.

To Hamburg.—*Ranmore Head,* Head Line, September 21.

To Antwerp.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., October 15.

To Norwegian Ports.—*Drammensfjord,* Canadian Pacific Ocean Services, Ltd., September 24.

To Naples-Genoa.—*Caserta,* Canadian Pacific Ocean Services, Ltd., October 15.

To Danzig.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., October 15.

To South Africa.—*Calgary,* Elder-Dempster & Co., September 30.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Voyageur,* Canadian Government Merchant Marine, Ltd., September 29; *Honorius,* Houston Line, September 30.

To St. John's (Nfld.).—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., September 15 and October 6; *Manoa,* Canada Steamship Lines, Ltd., September 23; *Canadian Sealer,* Canadian Government Merchant Marine, Ltd., September 30.

To Barbados, Trinidad, and Demerara.—*Canadian Coaster,* Canadian Government Merchant Marine, Ltd., September 21; *Canadian Beaver,* Canadian Government Merchant Marine, Ltd., October 5.

To Nassau, Kingston and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., September 27.

To Australia and New Zealand.—*Canadian Planter,* Canadian Government Merchant Marine, Ltd., September 23; *Sussex,* New Zealand Shipping Co., September 27; *Canadian Challenger,* Canadian Government Merchant Marine, October 23.

To Copenhagen and Gothenburg.—A steamer, Sprague Line, September 30.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., September 30 and October 11; *Manoa,* Canada Steamship Lines, September 23.

From Quebec

To Liverpool.—*Empress of France,* Canadian Pacific Ocean Services, Ltd., September 24; *Canada,* White Star-Dominion Line, September 24; *Oxonian,* White Star-Dominion Line, October 1; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., October 4; *Megantic,* White Star-Dominion Line, October 18; *Canada,* White Star-Dominion Line, October 22; *Vedie,* White Star-Dominion Line, October 29.

From Halifax

To West Coast Newfoundland.—*Stella Maris,* Farquhar & Co., Ltd., September 21.

To Bermuda, British West Indies, and Demerara.—*Chignecto,* Royal Mail Steam Packet Company, about September 30.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford and Black Line, September 20.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* September 21 and October 5 and 19.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, October 8; *Waihord,* Canadian-Australasian Line, October 12.

To New Zealand and Australia.—*Waiotapu,* Canadian-Australasian Line, September 15; *Canadian Scottish,* Canadian Government Merchant Marine, Ltd., October 15.

To Yokohama, Kobe, Moji, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Ocean Services, Ltd., September 24.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., October 18.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Canadian Winner,* Canadian Government Merchant Marine, Ltd., October 2; *Empress of Russia,* Canadian Pacific Ocean Services, Ltd., September 15; *Empress of Asia,* Canadian Pacific Ocean Services, Ltd., October 13.

To Yokohama, Kobe, Hong Kong, and Manila.—*Ixion,* Blue Funnel Line, September 23; *Talthybius,* Blue Funnel Line, October 14.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Ltd., November 15.

To London, Hamburg, Rotterdam, Amsterdam and Antwerp.—*Noorderdijk,* Royal Mail Steam Packet Company, September 25.

To Kobe, Shanghai, Hong Kong and Manila.—*Harold Dollar,* Dollar Line, September 30; *Melville Dollar,* Dollar Line, October 23.

To Southampton and Glasgow.—*Moliere,* Royal Mail Steam Packet Company, October 20.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Ixion,* Blue Funnel Line, October 7; *Talthybius,* Blue Funnel Line, October 28.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

P. Roy. Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta: that of the Commissioner for the Straits Settlements is: Major A. E. G. Anderson, H.M. Trade Commissioner, Singapore, Straits Settlements.

VOL. XXV. September 26, 1921 No. 921

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Movements in the Trade Commissioner Service
Canada's Exports Affected by U.S. Emergency Tariff
Trade Conditions in Coast Towns of South Africa
Importations of Newsprint Paper into Australia
The British Safeguarding of Trade Industries Act
South Africa's Imports: Railway Supplies and Glass
Packing and Shipping of Goods for Export to Japan
Trade Inquiries for: Canned Goods; Potatoes; Grocery Lines; Douglas Fir; Cobalt; Woodenware; Hardware; Binder Twine; Toys; Roofing Felt; Yarn

Published by Authority of the Hon. H. H. Stevens, M.P.
(*Minister of Trade and Commerce*)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

28178—1

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa — Monday, September 26, 1921 — No. 921

MOVEMENTS IN THE TRADE COMMISSIONER SERVICE

Mr. P. W. Ward, who has been appointed Trade Commissioner at Singapore, Straits Settlements, sails from Durban on the 3rd of October, and is expected to arrive at Singapore about the end of the month.

Mr. H. A. Chishom, who has been appointed to the office in Calcutta, is making a tour of Canada preparatory to sailing for India about the beginning of November.

Mr. G. R. Stevens, the newly appointed Trade Commissioner for Jamaica, has left for Cuba, and is expected to take up his duties in Kingston in about a month's time.

INFORMATION ON FOREIGN TARIFFS AVAILABLE TO CANADIAN MANUFACTURERS

The attention of Canadian exporters is directed to the information which is now available to them through the work of the Foreign Tariffs Division of the Commercial Intelligence Branch, which was inaugurated in 1920, with a view to studying the Customs Tariffs of other countries. This information relates not only to actual rates of duty on goods but also to such matters as Imperial preferences, favoured-nation treatment accorded Canada or competing countries, surtaxes, methods of valuation for customs purposes, conversion of invoice values into different currencies, and complicated methods of computing duties peculiar to certain tariff systems. In conjunction with the work mentioned, the Foreign Tariffs Division investigates the requirements of other countries in regard to invoices, consular documents, certificates of origin, merchandise marks laws, import restrictions, and customs regulations of various kinds which might affect exports from Canada to the markets in question. Inquiries should be addressed to the Director, Commercial Intelligence Service, Ottawa.

CANADIAN EXPORTS AFFECTED BY UNITED STATES EMERGENCY TARIFF, AUGUST AND QUARTER JUNE TO AUGUST, 1921, AND COMPARISON WITH CORRESPONDING PERIODS IN 1920

The United States Emergency Tariff Act was passed by Congress on May 23, signed by the President on May 27, and became effective on May 28. The table overleaf shows, as far as these are given separately in Canadian statistical records: (1) the articles which Canada has been exporting to the United States affected by the Act with the respective rates of duty; (2) quantities and values of these articles exported in August, 1920, as compared with those in August, 1921—the third full month of the operation of the Emergency Tariff Act, and (3) quantities and values for the three months June-August, 1920, as compared with the corresponding period in 1921.

Canadian Exports to the United States Affected by the Emergency Tariff, August, and June to August, 1921, and Comparison with Corresponding Periods in 1920

Tariff Number and Article	Rate of Duty	Unit of Quantity	Month of August 1920 Quantity	Month of August 1920 Value	Month of August 1921 Quantity	Month of August 1921 Value	Three months ended August 1920 Quantity	Three months ended August 1920 Value	Three months ended August 1921 Quantity	Three months ended August 1921 Value
				$		$		$		$
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete, and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional degree shown by the polariscope in addition and fractions of a degree in proportion	Per pound. $1\frac{16}{100}$ cent. $\frac{4}{100}$ cent.	Lb.	12,767,460	2,742,616	500	44	48,331,837	8,679,407	580	52
Molasses testing not above 40 degrees	24 per cent *ad val.*									
Molasses testing above 40 degrees and not above 56 degrees	Per gallon. 3½ cents	Gal.	181,557	12,683	143,948	5,160	265,117	25,903	203,829	7,702
Molasses testing above 56 degrees	7 cents									
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together—	Per pound.									
If unstemmed	$2.35	Lb.	234	212	166	52	15,793	22,263	401	112
If stemmed	$3.00									
195 Butter and substitutes therefor	6 cents	Lb.	769,027	402,400	81,847	29,432	3,176,158	1,676,4406	200,924	61,554
196 Cheese and substitutes therefor	23 per cent *ad val.*	Lb.	97,591	24,225	3,615	1,347	120,848	33,53	13,945	5,398
ex 197 Beans not specially provided for	Per pound. 2 cents	Bush.	....	....	24	24	3,883	18,458	24	24
208 Onions	Per bush. of 57 lbs. 40 cents		....	....	....	....	....	....	....	....
ex 212 Flax seed	Per bush. of 56 lbs. 30 cents	Bush.	186,237	623,587	532,881	1,041,321	290,291	1,006,462	821,605	1,570,149
ex 217 Apples	Per bush. 30 cents	Brl.	316	2,265	16,388	63,766	318	2,280	16,443	64,108
ex 465 Corn or maize	15 cents per bush. of 56 lbs.	Bush.	1	5	....	....	1,552	3,442	2,150	2,164
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork.	2 cents per pound	Lb.	4,041,700	667,306	2,829,400	359,299	9,420,500	1,676,230	5,208,000	662,975
Meats of all kinds, prepared or preserved, not specially provided for	25 per cent *ad val.*	Lb.	362,133	85,867	69,331	10,849	1,013,985	213,957	442,744	71,672
547 Milk, fresh	2 cents per gallon	Gal.	133,717	36,253	116,895	24,429	573,945	137,623	451,525	95,288
Cream	5 cents per gallon	Gal.	169,004	264,859	190,518	296,103	574,066	881,320	577,627	873,745
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings	2 cents per pound	Lb.	1,572,798	240,171	635,692	100,964	6,519,531	962,102	1,163,224	188,793
ex 581 Potatoes	25 cents per bush. of 60 lbs.	Bush.	28,675	40,688	38,718	45,750	249,514	816,621	66,749	56,207
ex 619 Cattle	30 per cent *ad val.*	Head	26,014	2,003,188	9,147	197,815	58,867	4,067,930	18,811	518,323
Sheep one year old or over	2 dollars per head	Head	11,956	133,709	7,807	47,009	17,670	205,698	15,063	96,051
Sheep less than one year old	1 dollar per head									
ex 644 Wheat	35 cents per bush.	Bush.	102,286	269,152	721,354	1,321,220	174,752	460,310	1,556,588	2,779,404
Wheat flour and semolina	20 per cent *ad val*	Brl.	4,950	68,332	1,337	10,178	74,649	924,929	11,627	78,754
ex 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools—										
Unwashed	15 cents per pound									
Washed	30 cents per pound	Lb.	868,245	416,534	1,087	100	1,298,987	598,082	18,652	2,720
Scoured	45 cents per pound									

GENERAL TREND OF TRADE IN THE COASTAL TOWNS OF SOUTH AFRICA*

Trade Commissioner P. W. Ward

Cape Town, August 18, 1921.—The commercial depression prevailing is expected, by merchants and importers almost without exception, to extend over the remaining months of the year; and any substantial trend towards normal trade conditions is not anticipated before well on into 1922. All through the various branches of trade it is now realized that stocks bought at peak prices must be sacrificed and, where any demand exists, these are now being sold practically on the basis of current quotations. Here and there a new importer crops up who is handling new stocks, principally from German and other continental sources, and who is undercutting the established trade; but, generally speaking, merchants are making every endeavour to stabilize prices and bring back conditions to a normal basis as speedily as possible.

One or two leading importers, who decided to cut their losses some time ago, have reduced their stocks to a minimum and are commencing to buy again, although very conservatively. Importations will, in fact, be on a very conservative scale for some time to come, and the policy of importing houses will be towards buying oftener and in smaller quantities, in order that less capital may be involved in holding stocks. This is likely to have the effect of making competition keener, and Canadian manufacturers and exporters will need to keep agents and importers posted up-to-the-minute as to price and delivery conditions. In this connection it is regrettable to report that quite a number of manufacturers in the Dominion who are represented in South Africa fail to give their representatives the backing they have every reason to expect. The writer is aware of a number of instances where business might have been secured in recent months but for the fact that samples were not available and price lists were out of date; while enquiries by mail—and in some cases even by cable—have remained unanswered.

At the moment the circulation of money has slowed up tremendously, and the lessened spending power of the community is in evidence everywhere. Unemployment in all the centres visited is noticeably increasing, and the purchase of luxury lines has practically stopped. It is, perhaps, necessary to advise Canadian exporters of these facts in order that business in lines other than those of general or special demand, may not be expected for some time to come.

During the past few weeks wool sales at Port Elizabeth have been much more promising, and it is understood that the best grades remaining on hand from last season's crop have nearly all been worked off, while the lower grades are now moving fairly quickly. There is also a better movement in hides and skins from the eastern ports, and coal shipments from Durban have recently increased, although this is probably due to an embargo on coal export from India.

Merchants feel that if, as is anticipated, the proposed Union Loan to be placed in London is taken up, and certain railway and public works put in hand before the end of the present year, the early months of 1922 should see a quickening of trade in many lines.

GOODWILL FOR CANADA

The desire to purchase from Canada, whenever possible, remains a very strong feature with the majority of importing houses. In many cases the desire has become accentuated in recent months, for two reasons—the unreliability as to price and delivery from English sources of supply, and American exchange conditions; although the situation is now changing so far as the first reason is concerned.

*This report embodies Mr. Ward's impressions of a business tour through the coastal towns of South Africa, during which the following towns were visited: Mossel Bay, Port Elizabeth, King William's Town, East London, and Durban.

While the present state of the market makes it exceedingly difficult for Canadian manufacturers to compete in many lines, it is most necessary that they should use the utmost endeavours to keep their products before buyers here; they should insist that agents keep them fully advised as to the exact position regarding their particular products month by month, and plan to take every possible advantage of the situation, if the efforts made to foster this market during recent years are not to be wasted. Intensive methods are absolutely necessary in the immediate future. In many cases Canadian quotations will be given more than ordinary consideration.

COMPETITION AND FACILITIES OFFERED

As has been previously reported, Germany is now shipping large quantities of iron and steel products, hardware, agricultural implements and other lines to the South African ports, at prices from 20 to 50 per cent below those of any other source of supply. Opinions are varied as to the rapidity with which the mark will appreciate in value and the margin, or difference, in price be reduced. Under present conditions, however, Germany's proportion of South African trade will show a big increase during the present year. It should be mentioned that some of the largest and most reputable importers refused to purchase German products again, until quite recently, when they were forced to do so owing to the extensive way in which the German article was undercutting the market.

A number of English manufacturers appear to be either attempting to meet German and other competition, or are sacrificing present profits in an endeavour to keep their factories running, by offering a variety of lines at remarkably low prices. Although it is exceptional to hear of an indent being placed, and the regular steamship services from English ports are arriving with scarcely any cargo, innumerable offers for immediate and early delivery are now being made. There is little doubt that the British manufacturers themselves are determined to retain their hold on the South African market, and will employ the most energetic methods in this direction during the coming months.

American sales agents and special factory representatives are extremely active throughout the territory. Australian, Dutch and Scandinavian exporters are daily securing wider representation, and the near future presages a period of the keenest international competition.

While prices are, of course, the biggest factor, the question of trading facilities is one for serious consideration to-day. During recent months, British as well as American and German manufacturers have, in a large number of cases, made arrangements to lay down consignment stocks here. The range of products concerned runs from bar iron to rubber supplies, and in the course of a short time may have the effect of altering the basis of trading now employed by the smaller importing houses.

A further consideration is that while smaller importers will continue to place their business through overseas confirming houses, many of the larger importers are now dealing direct with manufacturers, and British exporters are taking up the pre-war German method of shipping against 60 and 90-day drafts. South African buyers, in many cases, are averse to paying for goods before arrival, which, upon examination, may not be correct, or regarding which, price or other difficulties may occur. Moreover, Canadian shipments at times have suffered delays which, in the present state of business, might prohibit the sale of the goods. It is, therefore, not difficult to realize that such facilities as are now being offered make a strong appeal.

Another noticeable feature is the amount now being spent on publicity and sales propaganda by manufacturers from England and the United States. All through Dutch territory one comes across catalogues and descriptive literature of machinery, agricultural supplies and various other lines of English and American exporters printed in Dutch as well as English; while paint, hardware, confectionery and other sales agents secure exclusive window displays and make frequent use of newspaper, railway and other forms of advertising.

EXCHANGE

After reaching $4.50 to the £ in April and May last, Canadian exchange has, unfortunately, dropped back to the neighbourhood of $4; while the rate on United States funds ranges around $3.50. On this basis it has now become possible for English manufacturers to push a number of lines in South Africa for which Canadian exporters, for some time past, have secured an increasing amount of business. Some of the larger American exporters have met the situation by stabilizing the exchange rate, so far as their products are concerned; apparently being willing to sacrifice profits for a time in order to hold the market.

In regard to the question of exchange it should be pointed out that the South African importer thoroughly understands the position, and the relative values of the daily rates, and Canadian manufacturers quoting and asking payment in American dollars, in the belief that the lower price would be considered more attractive, do not succeed in securing one dollar's worth more business. There is, in fact, a general resentment throughout the territory against receiving Canadian quotations and making payments in the funds of a foreign country; and as some of the larger exporters in the Dominion, who formerly quoted and asked payment in American funds, have recently seen the desirability of reverting to Canadian exchange, there appears to be no good reason for any Canadian firm continuing the former method.

INVOICE COMPLAINTS

Complaints have been rather numerous concerning shipments from Canada where invoices have not arrived at all or have come to hand long after the goods have landed. Besides the irritation which naturally results in such cases, it should be pointed out that the absence of documents on the arrival of goods involves the agent or importer in unnecessary and much resented expense; firstly in securing a banker's guarantee that such documents will be produced later; and secondly, quite frequently in demurrage or warehouse charges.

If Canadian exporters will only take definite steps to see that one set of invoices is automatically despatched the day the shipment leaves their premises, and a duplicate set four or five days afterwards (in case, for any reason, the first set goes astray), much irritation and no little expense will be obviated.

CANADIAN CONFIRMING HOUSES

There appears to be a growing desire, especially amongst some of the smaller importers, to get into touch with reputable and experienced confirming houses in the Dominion, with a view to placing their Canadian business solely through Canadian channels.

Canada's experience, up to the present, in regard to confirming or indent houses established in the Dominion, has not been generally satisfactory; and it is desirable that organizations of this kind should submit data which will permit of their recommendation by the Trade Commissioner to importers here; a general statement not being sufficient to secure that confidence which is always necessary. Confirming or indent houses, by the very nature of their business, should realize that if they have a service to offer South African importers, who have long-standing connections with reputable houses elsewhere, it is essential that they should themselves be on the field ready to prove to prospective clients their ability to handle orders and shipments to better advantage than American or other similar institutions.

FLOUR

Although a certain demand for imported flour exists, and is increasing, it will not be possible for Canadian exporters to secure business at present quotations; the margin above the Australian price being altogether too large. Imported flour is used

by South African millers for blending with the local product, and the Canadian article—which is of an acknowledged higher value than the Australian—must range within 15 or 20 per cent of the Australian price to secure buyers. At the close of July Australian flour was selling at 18s. c.i.f. Durban (to which would be added a dumping duty of 2s. to meet the home consumption price); while the lowest Canadian quotation was at 28s.

LUMBER

Competitive quotations on various grades of lumber, for direct shipment from Pacific coast ports, have recently been received, but unfortunately, there is no demand whatever, at present, amongst the smaller importers, while the large importers, who buy in cargo lots, are holding heavy stocks.

In box shooks, Swedish c.i.f. quotations range from 25 to 50 per cent below those of Canadian houses. Keener factory prices, or revised freight rates, at least as low as those from the Baltic, are necessary if a share of this trade is to be secured.

PAINT

A very unfortunate position exists throughout the Union to-day in regard to future prospects for the sale of Canadian-made paints. This is due principally to the fact that defective paints of more than one Canadian plant have been shipped to South Africa during recent months, thereby causing dissatisfaction. To-day, the demand for paint is going, almost solely, to English manufacturers.

HARDWARE

The worst feature in trade possibilities here at present is the immense stocks of hardware on hand, the larger proportion of which were purchased at the highest prices during the earlier months of 1920. Throughout the whole territory the movement of these stocks is an exceedingly slow one and prices, in many instances, have been greatly reduced with little or no resulting clearance. Until quite recently—in fact, even to-day, shipments of various items, ordered many months ago, are still arriving—certain overseas manufacturers having refused to cancel or reduce orders. This condition of affairs has made it extremely difficult for a number of importers, and will certainly have the effect of minimizing future orders from the sources of supply concerned. Hardware indents cannot be looked for, except in lines of daily demand, for a considerable period

Complaints have been received in connection with pick handles shipped from Canada not tapering correctly, and having to be trimmed to a considerable extent before use in standard picks. Axes also, from more than one source of supply, are stated to have the eye badly shaped, making it necessary to specially trim handles to fit them.

CARBIDE

Carbide from Scandinavia has recently been freely offered and large importations received. Just at present an active demand exists for carbide in Natal, and orders are going forward.

The new Natal factory, mentioned in an earlier report from this office, is expected to be in operation by the end of the present year, and is reported to have a capacity of 4,000 tons per annum; an amount almost equal to the normal import of the Union.

AGRICULTURAL MACHINERY AND IMPLEMENTS

A very nice business has been proceeding in this line of import in Natal, which is only commencing to slow up.

A new ditcher, manufactured in Canada, has been definitely placed on the market in Natal, and a fairly large order secured from the Government for use in that province. The success of the machine in that territory augurs well for its adoption in other parts of the Union.

TOYS

Germany has again captured the trade in this line of import. Not only are shipments arriving direct from the continent, but British agents are beginning to handle German toys, and at prices recently quoted, competition from other sources seems practically impossible.

CANADIAN APPLES

Many enquiries have been received for Canadian apples from the eastern province and Natal. Last season very small shipments arrived in South Africa, and were immediately snapped up; scarcely any reaching Durban and other eastern points. A big demand exists for this class of fruit during the Durban season; one importer alone desiring to secure from 500 to 680 barrels.

DIRECT SHIPMENTS TO SOUTH AFRICA FROM PACIFIC COAST PORTS

Much interest has been awakened by the proposed service of steamers of the Canadian Government Merchant Marine from Pacific coast ports to South African ports, the first sailing of which by the *Canadian Inventor* is now taking place. While a number of British Columbia houses have made strenuous efforts to secure business for this service certain Pacific coast exporters, who have from time to time been in touch with this office in regard to South African possibilities, do not appear to have taken advantage of the opportunity offered to quote revised prices and send samples of their products. It is important that all British Columbia exporters interested in, or intending to secure, trade in the South African market at once co-operate, in the fullest degree, to make this departure a successful and permanent one.

THE BOOT AND SHOE BUSINESS IN SOUTH AFRICA

The United States *Commerce Reports* state that the normal annual consumption of boots and shoes in South Africa amounts to about 4,400,000 pairs, of which only about 2,000,000 pairs are manufactured in the country, leaving about 2,400,000 pairs to be imported; and this will doubtless continue for some time, since there is no probability that the manufacture of boots and shoes will very greatly increase during the next few years.

TURKEY A COUNTRY OF TRADE OPPORTUNITIES

Few American business men have given thought or consideration to Turkey as holding out trade opportunities for them states the *New York Commercial.* No mattter what may become ultimately of that much troubled and badly misgoverned land, one thing is certain, namely—Constantinople always will retain her importance as a shipping point and a great trade centre. Her geographical position gives her ideal advantages.

While trade is deeply depressed now in that region, there is no question that, with the straightening out of the Russian tangle, Constantinople will regain her position in commerce and become a greater trade centre than in former days. South Russia, Georgia, Armenia, Persia, Turkestan, Roumania, and Bulgaria will do an enormous business through the port of Constantinople. Each one of these countries is worthy of our attention commercially and otherwise. There is in most of them right now a great demand for machinery, hardware, constructional equipment, shoes, woollens, cottons, medicines and agricultural machinery and tools.

AUSTRALIAN IMPORTATIONS OF NEWSPRINT

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, August 9, 1921.—An interesting return showing the total importations of newsprint into Australia, and the approximate value of those importations, was recently presented in the Commonwealth Parliament in connection with the discussion on the tariff.

The return gives the importations for five-yearly periods from 1910, and also for the year 1920-21, as follows:—

Period	Value
Five years ending June 30, 1910	£2,909,107
Five years ending June 30, 1915	3,974,581
Five years ending June 30, 1920	7,100,318
Year ending June 30, 1921	3,460,750

The quantity imported was not recorded before July 1, 1919. For the year 1920-21 the amount was 1,653,944 cwt.

The values of the imports derived respectively from Great Britain, Canada, the United States and Scandinavia, are given thus:—

	5 years ended June 30, 1910	5 years ended June 30, 1915
Great Britain	£1,035,742	£1,531,811
Canada	648,808	643,821
United States	676,492	697,286
Scandinavia	252,558	854,794

	5 years ended June 30, 1920	Year ended June 30, 1921
Great Britain	£1,042,597	£ 695,890
Canada	1,946,983	977,698
United States	1,786,056	265,716
Scandinavia	2,152,210	1,337,106

The customs duties on importations of newsprint into Australia, as recently passed by the House of Representatives but not yet ratified by the Senate, admit importations from the United Kingdom free, but provide for a duty of £3 ($14.60) per ton on importations from all other countries including Canada.

NEW ZEALAND'S TRADE WITH CANADA

Mr. W. A. Beddoe, Trade Commissioner to New Zealand, writes under date of August 15, 1921, regarding New Zealand's trade with Canada.

It is interesting to note that the quarter's trade ending June 30, 1921, amounted to $3,443,475, which is $709,775 larger than for the corresponding quarter of 1920. It also exceeds the quarter ended March 31, 1921, by $341,945.

A difficulty still exists to a considerable extent in financing imports, in consequence of the difficulty of discounting New Zealand paper in Canada, and in establishing credits by the New Zealand banks. This difficulty is being overcome gradually, and a better atmosphere pervades the business world.

Statistics regarding the imports into New Zealand from Canada during this quarter, can be obtained by interested Canadian parties upon application to the Director, Commercial Intelligence Service, Ottawa. Please quote file No. T.C.-2-111.

THE BRITISH SAFEGUARDING OF INDUSTRIES ACT

Trade Commissioner Harrison Watson

London, September 8, 1921.—The object of the Safeguarding of Industries Act, which became law on August 19, is, according to the official description: "to impose duties of customs on certain goods with a view to the safeguarding of certain special industries and the safeguarding of employment in industries in the United Kingdom against the effects of the depreciation of foreign currencies, and the disposal of imported goods at prices below the cost of production, and for purposes connected therewith."

The Act embodies two of the chief recommendations made by the Committee appointed by the Government in July, 1916, to investigate and report upon "Commercial and Industrial Policy after the War;" firstly, the protection of so-called "key" industries in order to prevent a repetition of the dangerous position disclosed upon the outbreak of war, when it was found that this country was almost wholly dependent upon foreign, and chiefly enemy, sources, for essential articles like optical glass, magnetos, and chemicals, largely as a result of organized underselling and consequent extinction of the home industry; and secondly, the prevention of dumping and similar unfair methods of competition.

The original bill introduced by the Government some two years ago for the purpose of giving effect to the Committee's report included other matters, some of which were of such a contentious nature that they provoked active political and other opposition, so that the measure was withdrawn for reconstruction.

Since then the transition from prosperity to one of the most acute industrial and trade depressions ever experienced in this country has rendered it more expedient and even necessary for Government action upon the lines indicated, and as in the interval, the problem of meeting the competition of countries with depreciated currencies has developed, legislation dealing with this feature has been added in the remodelled Act.

The Safeguarding of Industries Act consists of two distinct sections: Part I, Safeguarding of Key Industries; Part II, Prevention of Dumping.

Upon comparing the bill as introduced with the Act adopted, it is found that while the main principles are practically unchanged, the active opposition, not wholly political, encountered by the measure in its passage through Parliament, has resulted in important changes in the machinery of administration in connection with Part II, the general effect of which is to require that action taken by the Board of Trade and its nominees to deal with dumping and depreciated currencies must be confirmed by Parliament.

EFFECT ON CANADIAN TRADE LIKELY TO BE UNIMPORTANT

Except that the Act marks an important departure by the British Government from the fiscal policy which has been in force for many years, the new Act is not of particular significance to Canada, because, while the products of the British Empire are exempted from the provisions of the portion protecting "key" industries, the schedule of goods chargeable with duty under this heading does not at present contain any commodities of industrial importance to Canada, with the possible exception of certain chemicals. Moreover, the immunity of the British Empire from the procedure which may be adopted to overcome competition from countries with depreciated currencies is also of little interest at a time when Canadian funds are at a premium in the United Kingdom.

DURATION AND ENFORCEMENT

Before proceeding to a consideration of the details of the Act, it should be stated that Part I (the Safeguarding of Key Industries) comes into force on October 1 next, and continues in force until the expiration of five years from the passing of the Act and no longer.

At present, however, no official announcement has been made as to the operation of Part II, the enforcement and administration of which is potential rather than actual, and dependent upon the decision of committees which the Board of Trade is empowered to appoint, resulting from particular circumstances which may transpire.

PART I: SAFEGUARDING OF KEY INDUSTRIES

Under this section, it is enacted that "there shall be charged, levied, and paid on the goods specified in the schedule to this Act, on the importation thereof into the United Kingdom, duties of customs equal to one-third of the value of the goods," but no duty shall be charged on goods which are shown to the satisfaction of the Customs to have been consigned from, and grown, produced or manufactured in the British Empire, in which connection the same definition of what constitutes Empire manufacture will apply as is at present in force under the existing United Kingdom Tariff.

The schedule of goods referred to is as follows:

Optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments.

Beakers, flasks, burettes, measuring cylinders, thermometers, tubing, and other scientific glassware and lamp-blown ware, evaporating dishes, crucibles, combustion boats, and other laboratory porcelain.

Galvanometers, pyrometers, electroscopes, barometers, analytical and other precision balances, and other scientific instruments, gauges, and measuring instruments of precision of the types used in engineering machine shops and viewing rooms, whether for use in such shops or rooms or not.

Wireless valves and similar rectifiers, and vacuum tubes.

Ignition magnetos and permanent magnets.

Arc lamp carbons.

Hosiery latch needles.

Metallic tungsten, ferro-tungsten and manufactured products of metallic tungsten, and compounds (not including ores or minerals) of thorium, cerium and the other rare earth metals.

All synthetic organic chemicals (other than synthetic organic dyestuffs, colours, and colouring matters imported for use as such, and organic intermediate products imported for their manufacture), analytical re-agents, all other fine chemicals (except sulphate of quinine of vegetable origin) and chemicals manufactured by fermentation processes.

It is stated by the Board of Trade that within a few days a more precise list will be issued of articles which are to be taken as falling under the general descriptions set out above, and this will be forwarded to the Department as soon as available.

With reference to goods into the composition of which any article enumerated in the schedule enters, it is laid down that no duty shall be charged if the compound is of such a nature that the article liable to duty has lost its identity.

Arbitration is also provided for to decide any questions which may arise from firms or individuals complaining that the Board of Trade has improperly included or excluded any particular article from the list.

PART II: PREVENTING OF DUMPING

The main clause of the second part of the Act is reproduced in full:

If, on complaint being made to the Board to that effect, it appears to the Board that goods of any class or description (other than articles of food or drink) manufactured in a country outside the United Kingdom are being sold or offered for sale in the United Kingdom—

(*a*) at prices below the cost of production thereof as hereinafter defined; or

(*b*) at prices which, by reason of depreciation in the value in relation to sterling of the currency of the country in which the goods are manufactured, not being a country of His Majesty's Dominions, are below the prices at which similar goods can be profitably manufactured in the United Kingdom;

and that by reason thereof employment in any industry in the United Kingdom is being or is lkely to be seriously affected, the Board may refer the matter for inquiry to a committee constituted for the purposes of this Part of this Act:

Provided that the Board shall not so refer any matter involving a question of depreciation of currency unless they are satisfied that the value of the currency of the country in question in relation to sterling is less by thirty-three and one-third per cent, or upwards, than the par value of exchange.

The composition of a committee thus appointed will be five persons possessing commercial or industrial experience to be selected by the President of the Board of Trade, an essential condition being that no person shall be eligible whose private interests are connected with the particular business under consideration. The proceedings of the committees are to be public excepting when evidence of a confidential nature is to be taken.

In referring complaints regarding dumping to these committees, they will be directed to report also on the effect which the imposition of a duty on the goods in question would exert on employment in other industries which are consumers of such commodities. Moreover, the Board of Trade may not apply Part II of the Act to any products unless the Committee have reported that "in their opinion production in the industry manufacturing similar goods in the United Kingdom is being carried on with reasonable efficiency and economy."

If the House of Commons is in session the Board of Trade must submit the drafts of orders which it may issue under Part II of the Act to Parliament, and the Orders will not be effective until the House has passed a resolution of approval, or it may amend the form of the order. Otherwise, orders will come into force immediately and be laid before the Commons as soon as possible after its first meeting, and shall not continue unless the necessary resolution is passed by the House.

DUTIES CHARGEABLE UNDER PART II

Upon an order being made in relation to any goods manufactured in any of the countries specified, the duty on importation will, as in the case of Part I, be 33⅓ per cent, in addition to any other Customs duties leviable thereon.

Where goods are manufactured partly in one country and partly in another and any one or more of these countries is mentioned in the particular order, the goods shall be deemed liable to duty unless it is provided that at least 25 per cent of the value of the goods at the time of export to the United Kingdom is attributable to processes of manufacture undergone since the goods last left such country.

Goods exported from the United Kingdom to undergo processes abroad and then re-imported, may be liable to duty if an applicable order is issued, but the importer will be entitled to a refund amounting to such proportion of the duty as represents one-third of the value of the goods before exportation and of freight and insurance outwards.

REMISSIONS OF DUTY

Under Section 4, where an order has been made under this part of the Act relative to goods of any class on the ground that such goods are being sold or offered for sale in the United Kingdom at prices below the cost of production thereof, the Act provides for remission of duty in cases where the importer can prove that the goods in question have already been sold in the United Kingdom at a price which was not less than the cost of production, or where he can show that the goods were on the first sale within the United Kingdom sold at a price not less than the cost of production or that there has been a change in the market conditions of the country of manufacture not less than the amount which would on the date of sale have been the cost of production in the country of similar goods.

The importer will, however, be called upon to produce a declaration as to the cost of production from the manufacturer, duly certified by a British Consular officer or similar official.

Where goods which have been charged with duty are, without being sold, used in the United Kingdom for any purpose, the sale price will, for the purpose of section 4, be taken to be the price at which the goods were actually purchased from the exporter, together with freight and insurance, and including any import duty other than that payable under this part of the Act.

PROOF OF ORIGIN MAY BE REQUIRED

Power is given to the Customs to require importers of goods liable to duty under Part II to furnish proof as to the country of manufacture in the case of goods consigned from certain countries.

NOTICE ALLOWED

It is also provided that subject to certain conditions, goods shipped not later than 14 days after the date of an order relating to such commodities, shall not be affected by the order.

MEANING OF COST OF PRODUCTION

The expression "cost of production" is defined in the Act as follows:—

The current sterling equivalent of ninety-five per cent of:

(a) the wholesale price at the works charged for goods of the class or description for consumption in the country of manufacture, subject to the deduction of the amount of any excise or other similar internal duty leviable in that country and included in the price; or

(b) if no such goods are sold wholesale for consumption in the country of manufacture, the price at the works (subject to the like deduction) which would have been reasonable if the goods had been so sold, and in determining what price would have been reasonable, regard shall be had to the wholesale prices charged for goods as near as may be similar.

DURATION OF ORDERS

Orders made under Part II, unless previously rescinded, are to continue in force for three years or any less period which may be specified, and renewals may be made upon adopting similar procedure as in the case of an original order.

The Board of Trade, however, has no power to revoke any order wholly, or as respects any country or article to which the order relates, except after reference to a committee; while an order made on the ground of depreciation of foreign currency shall not be made or continue in force after the expiration of three years from the passing of the Act.

PART III: GENERAL

Regarding valuation, the Act states:

"The value of any imported goods for the purpose of this Act shall be taken to be the price which an importer would give for the goods if the goods were delivered to him freight and insurance paid, in bond at the port of importation, and duty shall be paid on that value as fixed by the Commissioners."

Part III also details the procedure in connection with the settlement of disputes which may arise in the administration of the Act, and provides for drawbacks where goods upon which duty has been paid and which have not been used in the United Kingdom, are re-exported. Moreover, goods passing through the United Kingdom in transit to some other destinations are excepted from the Act.

BRITISH INDUSTRIES FAIR, 1922

Forms of application for space at the London and Birmingham sections of the British Industries Fair, together with copies of the regulations governing the fair, can be obtained by interested Canadian firms upon application to the Director, Commercial Intelligence Service, Ottawa. Please quote file number 27416.

DUTY FREE ADMISSION OF NEWSPRINT PAPER INTO ITALY

The privilege of duty free admission into Italy of white newsprint paper in rolls which is permitted until December 31 next, has (says the British *Board of Trade Journal*), by a Royal Decree, dated August 12, and published in the *Gazzetta Ufficiale* (Rome) for August 22, been extended to cover similar paper dyed in the pulp.

IRISH COMMERCIAL STATISTICS

Trade Commissioner G. B. Johnson

REMARKABLE INCREASE

Glasgow, September 1, 1921.—The Monthly Statistical Statement issued by the Department of Agriculture and Technical Instruction for Ireland for the month of August is in one respect a remarkable document. It contains a record, so far as banking statistics can give it, of a steady and even rapid growth, without any setback whatever, of prosperity in Ireland from 1913 to the end of June of this year. It is a record which may seem to be almost incredible, in view of the Great War, and the political conditions of the country itself. Its figures emphasize a material prosperity during the past eight years reached by no other country with one or two exceptions.

The deposits and cash balances in the Irish Joint Stock banks on June 30, 1913, were £62.142,000. There was an increase each year, and a rapid increase in the rate of increase, until on June 30, 1921, the figures reached £186,440,000. In the Post Office Savings Bank, where the humble man keeps his nest egg, the deposits of £13,167,000 at the end of the year 1913, rose to £13,870,000, at the end of 1920. In the Trustee Savings Banks the figures for June, 1913, and the same month this year were £2,633,000, and £3.437,000 respectively. Full allowance in considering these figures should be given for the general increase in values of commodities, or in other words the decrease in the purchasing power of money. Considering this, it will be seen that while the cost of living in Great Britain (probably much less in Ireland) in July of this year was about 122 per cent above the cost in July, 1914, as recent Board of Trade returns show, which no doubt fairly approximately represents the general increase in values in the same period, the deposits in the Joint Stock, Post Office Savings Bank and Trustee Banks, increased 168 per cent. In other words, the tide of prosperity in Ireland increased at a much faster rate than the cost of living. During the period June 30, 1913 to June 30, 1921, the amount of British Government Stock held in Ireland increased from £43,335,000 to £102,048,000, or 135 per cent.

Ireland's progress in wealth accumulation and general prosperity during the war and since, are well enough known to careful newspaper readers and were indicated in a few notes in the *Weekly Bulletin* of March 7 last, in which it was stated that Irish exports exceeded her imports for 1918, 1919 and 1920, by over 50 millions sterling. That had served to strengthen greatly her economic position. Graziers had benefited by the high prices ruling for livestock. Ireland was fortunate, in view of the marked shortage of meat at that time, in having conserved practically intact her pre-war quantity of cattle. It must be a matter of considerable surprise to many that material prosperity should have continued in such measure as these figures indicate, in a country wracked by political disturbances of such a grave and widespread order.

CROPS AND CROP PRODUCTS

In this report, only those figures relating to crops and crop products in Ireland which are likely to interest Canadian producers and exporters will be examined.

The imports of wheat into Ireland during the last three and twelve months, as will be seen from the figures, were considerably less than a year ago and also below the pre-war average.

IMPORTS OF WHEAT INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921	26.685	48.032	21,218	95,935	334,186
1920	25,797	48,287	44,914	118,998	415,118
*1909-13	36,590	46,354	30,004	112,948	393,920

*Average of five years.

Of the 20,549 tons imported in July, 1,996 tons came from Canada and 9,220 tons from the United States of America, and 1,500 tons from Australia.

The imports of wheat flour during the last 12 months were less than a year ago, but during both the last three and twelve months they were greater than the pre-war average.

IMPORTS OF WHEAT FLOUR INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921..	31,644	25,788	20,549	77,981	269,161
1920..	24,822	25,267	22,209	72,298	309,309
*1909-13..	20,951	17,116	17,158	55,225	238,616

*Average of five years.

Of the 20,549 tons imported in July, 1,996 tons came from Canada and 9,220 tons from the United States.

The imports of oats into Ireland during May, June and July, were 16,315 tons as compared with 208 tons a year ago, and a pre-war average of 5,716 tons. During the last 12 months the total imports were 25,120 tons as against 8,318 tons in the previous 12 months and a pre-war average of 22,542 tons. Of the 6,245 tons imported in July 5,783 tons came direct from Canada.

The imports of oatmeal during the 3 months were 2,998 tons, as compared with 1,122 tons a year ago. Imports total last 12 months 12,021 tons as against 16,336 tons in the previous 12 months. Of the 1,824 tons of oatmeal imported in July, 1,765 tons came direct from abroad, 1,373 tons coming from Canada, and 392 tons from the United States of America.

Of the 1,053 tons of barley imported in July, 6 tons came direct from Holland.

The imports of malt into Ireland during the three months were 25 per cent greater than a year ago, but about 40 per cent less than the pre-war average. During the last 12 months they were more than three times as great as a year ago, but slightly less than the pre-war average.

IMPORTS OF MALT INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921..	1,139	2,144	3,777	7,060	35,510
1920..	2,008	1,761	1,885	5,654	10,729
*1909-13..	4,259	4,415	2,908	11,582	38,434

*Average of five years.

The imports of rye into Ireland during the three months amounted to less than one-half the imports a year ago, and to one-half the pre-war average. During the last twelve months they were 40 per cent below the preceding 12 months, and 30 per cent less than the pre-war average.

IMPORTS OF RYE INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921..	1,081	......	1,076	2,157	12,000
1920..	196	2,169	2,603	4,968	20,389
*1909-13..	591	2,516	1,236	4,343	17,389

*Average of five years.

Of the 1,076 tons of rye imported in July, 1,071 came direct from Canada.

The imports of clover seeds during the three months were 28 tons, as compared with 18 tons a year ago and a pre-war average of 34 tons. The total importation the last 12 months was 472, as against 320 tons in the previous 12 months and a pre-war average of 517 tons. Of the 10 tons imported in July, 1 ton came direct from Canada, the remaining 9 tons from Great Britain.

The imports of maize (Indian corn) during the three months were about 25 per cent lower than a year ago and less than the pre-war average. During the last twelve months, however, they were about 10 per cent greater than in the preceding 12 months, but amounted only to about two-thirds of the pre-war average.

IMPORTS OF MAIZE INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921	49,466	40,271	38,576	128,313	436,114
1920	71,772	46,604	56,388	174,764	390,893
*1909-13	38,077	65,226	70,844	174,147	643,529

*Average of five years.

Of the 38,576 tons of maize imported in July, 31,621 tons came direct from abroad, 12,644 tons coming from Canada, 6,600 tons from Germany, 6,218 tons from the Argentine, 4,072 tons from the U.S.A., and 2,087 tons from South Africa.

The total imports of "other feeding stuffs" into Ireland during the three months were somewhat greater than a year ago; feeding meals showing a substantial increase, and bran and pollard a decrease. During the last 12 months the total imports were slightly lower than in the preceding 12 months, bran and pollard being the only class to show an increase.

IMPORTS OF "OTHER FEEDING STUFFS" INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
Feeding cakes—	Tons	Tons	Tons	Tons	Tons
1921	4,893	2,784	3,814	11,491	45,065
1920	3,005	4,098	3,675	10,778	52,872
Feeding meals—					
1921	5,230	7,695	5,347	18,272	52,721
1920	5,036	3,521	3,938	12,495	53,703
Bran and pollard—					
1921	3,174	2,393	1,762	7,329	28,833
1920	5,513	3,284	1,049	9,846	26,744
Other grain offals—					
1921	697	830	596	2,123	8,091
1920	677	617	732	2,026	8,475

The quantities of "other feeding stuffs" which were imported direct from abroad in July were:—feeding cakes, 1,802 tons, of which 1,701 tons came from the U.S.A., and 101 tons from Canada; feeding meals 1,650 tons, of which 1,148 tons came from the U.S.A., and 502 tons from Canada.

Small quantities of flax were marketed during July, but they were for the most part of indifferent quality. The average price worked out at 12 shillings and one penny per stone, as against 12s. 6d. in June last and 40s. 2d. in July, 1920.

The imports of flax during the three months were less than a year ago, and amounted to only one-fifth of the pre-war average. During the last 12 months they were slightly greater than in the preceding 12 months, but were less than one-fourth of the pre-war average.

IMPORTS OF FLAX INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921	909	714	241	1,864	9,190
1920	425	1,084	1,049	2,558	8,536
*1909-13	3,905	3,491	1,890	9,286	38,057

*Average of five years.

The imports of cheese were:—May, 180 tons; June, 306 tons; July, 339 tons; total for the three months, 825 tons, as compared with 543 tons a year ago, and a pre-war average of 472 tons. The total imports during last 12 months were 2,624 tons, as

compared with 2,089 tons in the preceding 12 months, and a pre-war average of 2,209 tons. Of the 339 tons imported in July, 181 tons came direct from Canada.

The imports of bacon and hams during the three months and for the whole year were greater than a year ago, but were below the pre-war average.

IMPORTS OF BACON AND HAMS INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921..	1,828	2,337	2,491	6,656	22,210
1920..	931	543	1,451	2,925	17,115
*1909-13..	2,570	2,273	2,555	7,398	30,427

*Average of five years.

Of the 2,491 tons of bacon and hams imported in July, 302 tons came direct from abroad, 202 tons coming from the U.S.A., and 100 tons from Canada.

The imports of lard during the three months were considerably heavier than a year ago, but for the 12 months there was a large decline. For both periods the quantities were substantially below the pre-war average.

IMPORTS OF LARD INTO IRELAND

Year	May	June	July	Period ended July 3 months	Period ended July 12 months
	Tons	Tons	Tons	Tons	Tons
1921..	191	220	134	545	1,948
1920..	63	70	77	210	2,938
*1909-13..	345	329	255	929	3,553

*Average of five years.

Of the 134 tons of lard imported in July, 30 tons came direct from abroad, all from the U.S.A.

The monthly statistical statement concerns itself only with agriculture and food products. So far as the principal manufacturing industries are concerned, linen and shipbuilding, these continue in the same depressed condition as the manufacturing industries in Great Britain. Comparatively few big orders are being placed for linen goods, but inquiries, according to the *London Times Trade Supplement,* are circulating, and a large number of small orders are being booked for all markets. An improvement is expected this month, because it is hoped that conditions in general will be more encouraging, and uncertainty regarding the new United States tariff will probably be removed.

The boycott of Belfast by the rest of Ireland still continues, in spite of the truce, although in not such a drastic form. A large number of Belfast distributing houses have been badly hit by the boycott, but the manufacturers in the linen, shipbuilding and engineering industries, whose trade is with the whole world, have not suffered, their present depression being due to world conditions.

EXAMINATIONS AT FOREIGN PORTS

Every commercial man who has experience of the delay which occurs in the settlement of disputes which arise in regard to consignments of goods lying at foreign ports will be interested to learn that efforts are being made to devise a scheme for the quicker arrangement of such troubles, says the *Manchester Guardian Commercial.*

It is understood that the Association of British Chambers of Commerce are considering a proposal under which British trade commissioners in foreign ports will be given powers to appoint experts to examine and report on consignments of goods respecting which disputes have arisen. Any practical scheme of this sort which would tend to reduce litigation and prevent the holding-up of goods at foreign ports for an indefinite period would certainly be more advantageous than the present method of settling such matters by correspondence.

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

VI

Railway Supplies

INDUSTRIAL RAILS AND ACCESSORIES

The total import under this heading last year reached $429,600, of which more than one-half was shipped from the United Kingdom, the balance being received from the United States and Belgium. A small shipment valued at $730 is credited to Canada.

Light rails and track material are always in demand by collieries, mining and industrial concerns. Light rails and track, 12, 14, 16, 18, 20, and 24 pounds per yard for 18-inch, 24-inch, and 30-inch track gauge, are the weights desired. Recent quotations from overseas for new rails have varied from £25 to £35 per ton. The Vereeniging Iron Works manufacture rails up to 30 pounds per yard.

There is also a demand for general use, but of course in a smaller way, of rails 35, 45, 60, and 80 pounds per yard for 3 feet 6 inches gauge.

Just at the moment, in the light railway material, there is a great deal of second-hand stock being offered, owing to the closing down of a number of mines, but there is always a very steady demand, and manufacturers in a position to compete and supply regularly should be represented on the spot, so that the agents could tender for the recurring inquiries.

LOCOMOTIVES

Of a total value of $154,720 for locomotives imported during 1920 for general purposes, the United Kingdom secured two-thirds and the United States one-third of the business. The value of South African Government imports reached $6,311,250, of which amount Canada is credited with $110,810.

The South African railways have again placed orders for Canadian-made locomotives, and orders have also been secured for railways in adjoining territories, and the prospects for the continuation of this business are very bright.

RAILWAY CARS

The total importation of railway cars for 1920, while double that of the previous year, did not reach the average import prior to 1914. The total import value for 1920 was $133,680, which, owing to the increased cost, represented a smaller importation of materials. The United Kingdom handled nearly the whole of this business, with only a small shipment coming from the United States. Out of a total of $11,118,500 worth of cars imported by the Government stores, Canada is credited with a little over $5,000, the United States securing $1,000,000 worth and the United Kingdom the balance.

One Canadian organization catering for this trade is now ably represented in South Africa, and while there will probably be no buying during the present fiscal year, business should result when conditions again reach an upward trend.

In railway material n.o.d., the import value of which during 1920 amounted to $159,700, Canada filled a small order of about $1,500. The bulk of this business went to the United Kingdom, with a smaller share to the United States, and a few items to Belgium.

PLATE AND SHEET BRASS

The average yearly import under this heading is recorded during 1920, 512 cwt. being received. The United Kingdom enjoys two-thirds of this trade and the United States the balance. Canada shipped during 1918, and in a very small way in 1919, but does not appear to have secured any trade last year.

In brass manufactures n.o.d. the total value last year approached the half-million dollar mark, a distinct advance on previous years, with the exception of 1919, when $400,000 worth is recorded. United Kingdom shippers came back in a large way during the past year, while the United States did not reach its 1919 total. Japan and India continued to make a bid for a portion of the trade, while Australia, China, Germany, and Holland are responsible for smaller shipments. An importation valued at $1,000 is credited to Canada.

COPPER MANUFACTURES N.O.D.

This item increased very largely last year, so far as the import total is concerned, which reached $76,830. The bulk of the trade is in the hands of United Kingdom manufacturers, who appear to have made a decided effort to regain their former position. Japan had shipped largely during 1919, but is only responsible for a small import total during 1920. The United States continues to secure a small proportion of the trade, with a slight yearly increase.

SOLDER

A larger total than during the past four years is recorded under this heading, 2,289 cwt. being imported. The trade is almost wholly in the hands of United Kingdom shippers, with a small proportion coming from the United States. Canada entered the market in 1917 and 1918, with fair shipments, but has not been since in evidence.

BICYCLES AND PARTS

The trade in bicycles and parts again reached during 1920, the previous highest total, the value of the yearly import being $1,290,935. The United Kingdom came back into the market with a tremendous advance, and secured nearly the whole of the year's business. The United States continues to advance in a very much smaller way, while Germany was responsible for larger shipments last year. Canada's share of the trade was $450, which really represents samples shipped for a very special endeavour, which, unfortunately, was only made early this year, when trading conditions were at their worst. The factory representative's visit is bound, however, to be of value in any future endeavours.

Motor bicycles enjoyed a distinct advance in the demand from South Africa, 3,285 being imported. The supply was almost equally divided between the United Kingdom and the United States, with small shipments from Belgium and France. Sample machines were also sent out from Canada, and there is no reason why good representation should not result in the Dominion sharing in future trade returns under this heading.

MOTOR CARS

Ninteen hundred and twenty was an abnormal year in motor imports in South Africa, the number of cars imported being 100 per cent over the 1919 total, and 700 per cent over the number received during 1918. Trade conditions have been reported fully from this office during recent months, and the fact that the market is glutted with motor cars, chassis, and trucks made known. Stocks are moving very slowly indeed, and it will be some time before the country can absorb further imports in this direction.

Of a total of 10,048 cars imported, 7,264 are credited to the United States, 2,354 to Canada, 296 to the United Kingdom, 16 to France, 12 to Italy, and 5 to Germany. Of 344 chassis imported, 243 were supplied from Canada, 88 from the United States, 8 from the United Kingdom, and 5 from France. Of 277 power lorries imported, the United States supplied 160, the United Kingdom 105, Canada 6, and Germany 5.

With the increased importation in cars and chassis, it will be evident that a very large increase also occurred in the import of motor and lorry parts, the total value being $3,428,830. The chief source of supply in this case was the United States, which shipped two-thirds of the total imported; the United Kingdom came next with one-fifth, and Canada followed with one-eighth. Germany came into the market again for the first time for some years, with a substantial shipment.

PERAMBULATORS

While the average pre-war total importation of perambulators amounted to a value of $55,000, the total value last year reached $223,970. The United Kingdom manufacturers made a distinct advance and secured two-thirds of the trade. The United States also advanced its figures to a two-fifth share of the trade. Small shipments are recorded from Germany and Canada, the total from the Dominion being $1,280, which represents the best year since 1915, a little business having been done in each year since that date.

CARTS, CARRIAGES, AND PARTS

The 1920 total import value under this heading exceeded the average pre-war value, $285,320 being recorded. The United States, which formerly secured the bulk of this trade, has again built up its total to the pre-war average. The United Kingdom, which formerly held about 25 per cent of the trade, while making an advance over the 1919 figures, is still only shipping in a small way. Australia came into the market during 1920 in a larger way than formerly, securing three times the value of its previous best year. Canada, as a result of energetic direct representation, secured a permanent footing in the South African market for these items; while the 1913 total export value to South Africa only reached $21,500, the import value for 1920 reached $60,360. It is quite possible that Canada's proportion of the trade will continue to grow, owing to agency arrangements which now exist.

VEHICLES AND PARTS N.O.D.

During 1920, $115,160 worth of goods were imported under this heading, which is an advance of one-third over the average pre-war total. The United States continues to hold the larger proportion of the trade, with the United Kingdom in second place. Canada's shipments were better than in any year since 1914, although not up to the pre-war average, the total being $2,730. Australia also shipped in a small way for the first time since 1914.

WHEELBARROWS

The value of the total importation under this heading last year was $78,450. The chief source of supply was the United States, whose position in the market has grown year by year since 1914, although prior to that date larger shipments have been made. The United Kingdom secured about one-fifth of last year's business, and shows a larger total than in any year since 1910. Canada, which in 1916 shipped to a total of $14,600, only succeeded in reaching $11,075 last year, this being the smallest total for the past five years. It is believed that orders for larger quantities were given, but that owing to delays in securing raw material, and for other reasons, shipments from the Dominion could not be made, nor will appear in the present year's increase.

Canadian wheelbarrows are in favour in many of the mines, and with a guarantee of continuity of supply should record increasing sales. If the manufacturers will quote competitive prices, a thing which they have not done for some months, sales arrangements and correspondence should be continued from the Canadian end for Canadian goods.

LINSEED OIL

An increase of 100 per cent in the quantity of linseed oil imported is shown during 1920, 355,279 gallons being shipped. Almost the whole of this quantity came from the United Kingdom, which is credited with 336,449 gallons, India shipping 13,080 gallons and the United States 4,520 gallons, with very small quantities from Holland and the Argentine. Canada, which in 1918 and 1919 shipped fair quantities, was not in evidence last year.

Apart from general supplies, the South African Government Stores purchased 50,142 gallons of linseed oil during 1920.

RED LEAD

This item was imported in smaller quantities during 1920, only 171,990 pounds being recorded as against 575,269 pounds during 1919. The United Kingdom exporters shipped nearly the whole of this amount, Canada having a small shipment of 8,960 pounds. Canada's showing is poor when compared with the 1919 amount of 222,714 pounds.

WHITE LEAD

Of a total of 1,482,583 pounds of white lead imported during 1920, the United Kingdom supplied 1,361,821 pounds, the United States 71,390 pounds and Canada 48,924 pounds. The ratio of supply is reversed in comparison with that of 1919, when Canada took first place in quantity shipment, the United States and United Kingdom following in the order named. Australia and Japan who shipped in 1919, did not do so during the past year. Holland is credited with a very small amount.

VARNISH

The quantity of varnish imported reached the largest recorded total during 1920, 101,425 gallons being brought in. The United Kingdom once more secured the bulk of the trade, almost doubling her 1919 figures, while the United States and Canada exported less to South Africa than in the previous twelve months. The shipments from the United States decreased from 31,287 gallons in 1919 to 17,581 gallons in 1920, and Canadian shipments from 13,508 gallons in 1918, to 2,255 gallons last year. Very small shipments also came in during 1920 from Holland, Australia, Japan and Belgium.

WATER PAINTS (DISTEMPER)

A large increase in the annual demand is recorded under this heading during 1920, the value increasing from an average of $55,000 during the past 10 years to $313,000 last year. The United States has always held the larger portion of this trade, followed by the United Kingdom; Germany and Holland each sent small shipments last year, while Canada is credited with $130 under this heading.

PAINTS AND COLOURS

A very large import of paints and colours took place last year, the total value reaching $1,550,820, with an addition of $24,100 for South African Government Stores. United Kingdom shippers secured five-sixths of the total supply, with United States in second place, and Canada following with an importation amounting to

$26,830. This total is a tremendous decrease of the 1918 and 1919 figures, although in advance of the total of any previous year. Holland, India, Belgium and Japan shipped in smaller quantities.

TURPENTINE AND SUBSTITUTES

While Canada has not hitherto made any efforts to enter the market for these products, it may be mentioned that prior to 1914 the average import of 150,000 gallons is recorded, while during the past six years, the average demand has reached 120,000 gallons. During recent years, the bulk of the trade has been in the hands of United States exporters, with a small percentage going to the United Kingdom. The Dutch East Indies have, however, recently come into the business and last year secured nearly one-third of the total importation. Samples also entered the market during 1920 from Sweden and the British East Indies.

BLACKING AND BOOT POLISH

Out of importations valued at $733,630, brought in under this heading during 1920, the larger proportion amounting to $605,800, is held by United Kingdom shippers, with $100,000 credited to the United States and $26,000 to Australia. After six years absence from the market, a small shipment is recorded from Germany, while $100 is shown as the value of a shipment from Canada. Recent negotiations in connection with a Canadian-made boot polish, evidenced the fact that brands from the United Kingdom especially, and one particular brand from Australia, are being laid down here at very attractive prices.

EMERY

The 1919 total import value of $70,675 dropped to $56,510 during 1920; the United Kingdom which previously held the larger proportion of this trade has now yielded its position to the United States' shippers, who have gradually increased their hold on the market. Small shipments were recorded last year from Canada and France, the Dominion's total being less than for the past three years.

GLUE

2,223 cwt. of glue were imported during the past year; the United Kingdom supplying 1,231 cwt.; the United States 912 cwt. and France 64 cwt. The United Kingdom reverts to first place in the trade, after two or three years of reduced shipments.

STARCH

The total import of starch during 1920 was 1,750,487 pounds, a decrease approaching 1,000,000 pounds from the previous year's figures. The larger share of this trade is held by the United States exporters, who shipped during 1920, 1,140,034 pounds. The United Kingdom, which formerly held the bulk of the business, has dropped back since 1916, and last year only shipped 503,597 pounds. Holland, which in previous years also held a larger portion of the trade, shipped only 78,430 pounds last year. Japan came into market in 1917, and has secured an average of 30,000 pounds during the four years trading. Australia also came into the market in 1917, and in 1919 shipped nearly half a million pounds, but is credited with only 336 pounds in 1920. Shipments are recorded from Canada in 1917 and 1919 but not during any other years. There is a decided effort at several Union centres to manufacture within the country, and as the South African corn is renowned for its starch quality, there is every possibility that this manufacture will develop in a big way.

OILMAN'S STORES, N.O.D.

The largely increased import under this heading during 1920, reached a total value of $623,370. The trade is divided chiefly between the United Kingdom and the United States, with the former in first position. Small shipments are recorded from Australia, Italy, Sweden, Belgium, Japan and Germany, with $530 credited to Canada.

Glass

PLATE GLASS

In 1920 the imports under this heading reached double the previous year's figures with a total value of $556,220. Belgium came into the market in a very large way for the first time since the war and secured 60 per cent of the import, the United Kingdom being responsible for the remainder, with the exception of small shipments from the United States and France.

WINDOW GLASS

Eight hundred and eighty thousand, two hundred and eighty dollars is shown as the import value of window glass during 1920. This total is six times the average for 1917 and 1918, and more than double that of 1919. Belgium came into the market with this product for the first time since 1914, and secured the largest proportion of the demand, being credited with $532,785. The balance of the import was held by the United Kingdom, Holland, United States and Canada, in the order named. The value of the import from the Dominion was $5,695 which, however, shows a large decrease from the 1919 total value of $20,250. Canada's shipments in recent years were on behalf of a United Kingdom manufacturing firm, who could not supply from their home plant. Many inquiries have been made for repeat orders on account of the exceptional fine quality of the glass, but, unfortunately, the interested firm do not see their way clear to ship from the Canadian plant.

BOTTLES AND JARS

Last year the import under this heading amounted to $1,986,310, which was nearly four times the pre-war average total. Of this amount the United Kingdom secured one-third, Japan one-fourth, and Sweden one-sixth. Germany came into the market with larger shipments than for several years, while Holland and France secured smaller portions. In supplies from the Western Continent, the United States secured one-tenth of the import, while Canada is credited with an import value of $29,550. This figure is greatly in advance of any recorded for the Dominion in recent years, and is the direct result of energetic representation in London, a factor which has scooped the business from under the hands of the same manufacturers' representatives in South Africa.

GLASSWARE NOT BOTTLES NOR JARS

A very large total is recorded last year under this heading, being about five times the average pre-war amount, the total importation was valued at $1,054,280. Belgium again secured first position in this supply, with United Kingdom in second place. The United States and Japan both very largely increased their shipments of the previous year.

Germany again came into the market in a substantial way for the first time since 1914; Holland increased her share of the trade by 100 per cent; and a small shipment is credited to France. Canada shipped more than in 1919, $1,985 being recorded this year.

BINDER TWINE

This item, while greater in quantity than the annual average prior to 1914, fell back in 1920 very much below the totals of 1916, 1917 and 1918. Australia continues

to hold seven-eighths of the trade, the remainder being supplied by United States, Canada and the United Kingdom in the order named. This is one line of imports from Australia against which there is a very general complaint as to quality, and as regards shipping methods. The trade are universal in declaring that these imports from Australia will decrease, even though lower prices are quoted by them than from other sources of supply. The country is still heavily stocked, but the Canadian article should, in the next year or two, again hold pride of place.

CORDAGE AND ROPE

Twenty-three thousand five hundred and ninety-five cwt. were imported under this heading during 1920, Australia securing the leading place in supply, with 12,719 cwt., followed by the United Kingdom with 8,087 cwt., the United States being in third place with 1,113 cwt. Norway and India, both of which countries previously shipped fair quantities, have reduced their amounts considerably within the last year or two. A sample came forward from Canada during the year, and will, it is hoped, be the means of securing business in the near future.

BRUSHWARE

As against the pre-war average total import value of $300,000, brushware valued at $698,325 was imported last year. United Kingdom manufacturers renewed their efforts to regain their former position on this market, and succeeded in obtaining four-fifths of the business. The United States total has gradually risen during the past few years and they secured second place of supply in 1920. During 1918, Japan made a special bid for the market, and secured more than one-third of the year's business, but dropped back last year to a much smaller share. Canada's total for 1920 is double that of 1919, and very much in advance of any previous year's figure, the value being $36,460. There appears to be a future for Canadian brushware, and numerous inquiries have been made at this office during recent months for representation. Orders totalling a substantial amount were also placed during 1919 on behalf of importers in the South West African Protectorate.

HORSE HAIR

Of a total quantity of 87,725 pounds imported last year under this heading, United Kingdom shippers secured 31,946 pounds, followed by China with 28,702 pounds, and the Argentine with 18,357 pounds. Canada is credited with 2,000 pounds, which is the first shipment from the Dominion since 1916, and the United States with 1,500 pounds the smallest total from that source for years.

BASKET WARE

Last year's total importation exceeded by several thousand dollars the highest total of any previous years, the amount being $105,385. Japan secured about three-fourths of this business, and the United Kingdom one-fifth, the balance being divided between Germany, Madeira and India. 75 per cent is credited to Canada under this item, showing that certain samples were sent over during the year.

UNFAVOURABLE TRADE CONDITIONS IN PARAGUAY

According to the United States *Commerce Reports,* Paraguayan business is greatly depressed. Retail buying is 20 per cent of normal. The paper money of the country is constantly depreciating and the Paraguayan peso is now quoted at 16 to 1, Argentine paper peso. The markets for cattle and hides are greatly depressed. Exports of yerba mate are declining on account of Brazilian competition and imports of manufactured goods are insignificant. Money is tight, and there is very little prospect of improvement in conditions until exports are renewed.

PACKING FOR EXPORT TO JAPAN

Trade Commissioner A. E. Bryan

II

SIZE AND WEIGHT OF CASES

In Japan most articles are imported in standard sizes, that is, sizes and weights which by custom have become standardized to the Japanese dealer. In such cases reference may be made to the lists which will appear at the end of this report showing the desired packing for this market.

Speaking generally, however, it may be said that transportation facilities are as good in Japan as they are in Canada, and that as far as handling is concerned the sizes and gross weights of the cased goods should be the same as used at home. This is particularly the case at the large ports of Yokohama, Kobe, Osaka and Nagasaki, where 95 per cent of all import cargo is unloaded, and where every convenience is obtainable for handling heavy weights. At the same time cases ranging between 200 and 300 pounds seem to be most preferred, so that the longshoremen and railway coolies can handle them with ease on their trucks, and load them on railway cars for inland transportation when necessary.

There are very often places in Japan where import goods must go, and where there is not railway transportation facilities. But in such instances cases of goods are not loaded on mules or horses as would be done in some other countries, but are placed on wagons and carts drawn by oxen or horses.

PROTECTION AGAINST PILFERAGE

I think that I am correct in saying that Japan is no worse off than any other country regarding the pilfering of goods, particularly articles imported in packing cases. There is, it is true, much pilfering of loose cargo, such as steel rails, or bar iron. If the importer does not get right down to the wharf as soon as his shipment of rails arrives, he may find that some other party, not liking their own parcel of rails, has taken his instead, or has "accidentally on purpose" made an exchange. This, however, is not a matter that the shipper can help in any way, as the best of paint can easily be taken off iron or steel, or painted over with other paint.

Goods shipped in packing cases, if they do not arrive already pilfered, will usually reach the consignee fully complete. If, however, a case is already broken open when unloaded, the Japanese coolie is not averse towards helping himself when he can manage it. But not many instances of actual opening of cases in Yokohama and stealing the contents have been noted.

GUARD AGAINST DAMPNESS

In packing goods for Japan, exporters must remember that Japan is perhaps one of the most humid countries in the world, and with this, she has a rainfall yearly averaging 60 inches. Of course her territories stretch from N. latitude 21° 45′ to N. latitude 50° 56′, and naturally this alone accounts for great variation in temperature and humidity.

This can best be illustrated by giving the average temperatures of some of the more important sea ports of Japan as follows:—

MONTHLY AVERAGE TEMPERATURE

	Yokohama	Kobe	Osaka	Nagasaki	Niigata	Aomori	Hokkaido (Otaru)
January	42°	44°	44°	48°	37°	30°	26°
February	38	42	43	44	36	28	24
March	42	44	45	45	38	31	25
April	54	56	56	58	50	40	38
May	60	64	65	66	58	53	50
June	72	76	77	76	74	66	60
July	74	82	83	77	76	70	68
August	78	83	85	80	80	75	72
September	74	76	77	77	72	66	60
October	66	66	68	67	60	62	50
November	54	58	59	58	52	43	38
December	44	46	48	48	42	32	26

It is well to remember that June is a month, called by the Japanese "nubai," when it usually rains fairly steady all the time. With this rain their is humidity in the atmosphere which, for instance, will mould leather shoes overnight. During the rest of the year one does not notice the dampness to such an extent until the winter months, when a temperature of 40° to 44° F. pierces one in the same way as a similar temperature of 20° F. would in Canada.

In order to insure oneself that his goods will not be adversely affected by this humidity, and also of course protect ones product from the damp sea air, salt spray, etc., it is necessary to use some kind of waterproof covering in the inside of the case. What this will be depends a great deal on the nature of the goods. British high-grade cloth comes packed in zinc-lined cases, American confectionery is packed in tin-lined cases, while British confectionery is put up in tin boxes and packed in ordinary wooden cases, with excelsior, etc. Articles of steel, such as a machine, or tools, must be covered with thick grease and then sometimes a lining of tar paper. The Japanese in their export packing use a special oiled paper which is very strong and suitable for keeping out dampness from cotton goods, etc. For silk goods the Japanese usually pack in tin-lined cases.

WAREHOUSE ACCOMMODATION

Although there is ample space in the Yokohama customs warehouses for cargo at the present time, yet during real active conditions, such as two years ago, the warehouses would not accommodate all the import goods, and a great many cases had to lie in the customs compound for many days through all kinds of weather. To withstand such conditions it is well for the shipper to line his case with tar paper or some similar packing paper, whatever the nature of the goods will permit. Another point that should be noted is, that when the packer must fill in empty spaces of a case with stuffing of some sort, he should not use a packing that is liable to absorb moisture, such for instance as straw or hay.

PULP AND PAPER IN BALES

Some Canadian goods such as paper and pulp come to Japan packed in bales.

As regards pulp there is very little to complain of regarding the packing, as baled pulp usually comes through in excellent shape. There are often claims made for excess moisture in Canadian pulp, and this, no doubt, is due for the most part to the fact that the pulp absorbs considerable moisture while on board ship and after it lands here, so that even if the ship pases its "dry" test when at the pulp mill, it cannot come up to standard on arrival here. However, this is a fault that

it would seem very difficult to rectify as the packing would prove too costly to the Japanese consignee to pay for special waterproof packing on the thousands of bales that continually arrive.

As regards paper, such as kraft sheets packed in bales, the writer has noticed when this cargo is being unloaded from ship that many of the steel ribbons encompassing the bales are torn off by the slings, etc. The only suggestion that might be made is that these ribbons might be fastened more securely, as the ribbons never break in two, but only come unfastened at the ends.

STRAPPING OF CASES

With further reference to the last paragraph, it may be said here that the strapping of cases not only adds greater strength to your package, but to a great extent prevents pilferage, as each board can be fastened securely to your steel ribbon or wire, whatever the case may be, with a staple. All heavy cases should be strapped with steel ribbons which go completely around the case at both ends and in the centre.

MIXED PACKING UNDESIRABLE FOR JAPAN

Considerable trouble has arisen in the past over the fact that Canadian exporters have packed several different kinds of merchandise in the same case. This has happened more than once in connection with foodstuffs to Japan. The Canadian shipper has, for instance, put a dozen cans of tomatoes in the same case which contains three dozen tins of peaches.

The main reason why goods should not be mixed in this way is that when the invoices are shown to the Customs authorities they pick out on the invoice the goods they want to inspect and one must know what each case contains and be able to say so quickly. Some time ago 76 cases of Canadian groceries arrived for the Christmas trade about three weeks before Christmas. The consignee was not able to get delivery of these goods until after Christmas simply because the various goods were all mixed up, two or three, and sometimes more, different lines in one case, all perhaps taking a different duty, some specific and others ad valorem. When the Customs inspector saw this he left this shipment until after he had finished inspecting other people's merchandise, the result being that these goods were too late for the Christmas trade. Naturally this sort of thing prejudices an importer against Canadian methods. Of course what made matters worse was the fact that none of the cases were numbered, so that it was impossible to tell, without opening every case, what was in them.

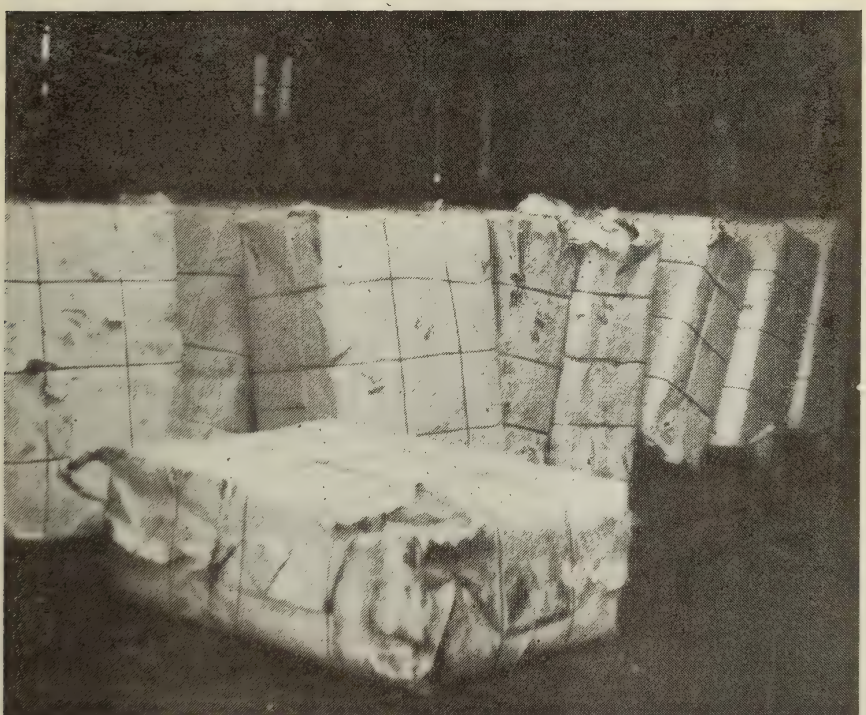
Canadian exporters must therefore when at all practicable pack one thing only, or one line only in one case (see paragraph "Marking").

CHECK AND WEIGH AND SUPPLY PACKING LIST

Oftentimes it happens that when the importer opens up his goods he finds that there is something missing, and it is difficult to tell whether it has been stolen en route or was due to a mistake on the part of the packer.

In order to protect the importer against this phase of the situation, exporters should always supply a *Packing List* made up at the time the goods are packed. The packer must carefully lay out the contents of a case before packing and at the same time check it over piece by piece with the invoice. He then should weigh them all and put on his invoice as well as the packing list the total net weight of the contents. The consignee can then easily weigh his goods again on receipt, if he should find something missing and if there is also a shortage in weight he knows immediately that his case has been pilfered. He has his packing list to refer to, which is usually placed inside the case with the goods.

A Warehouse full of Canadian Packing

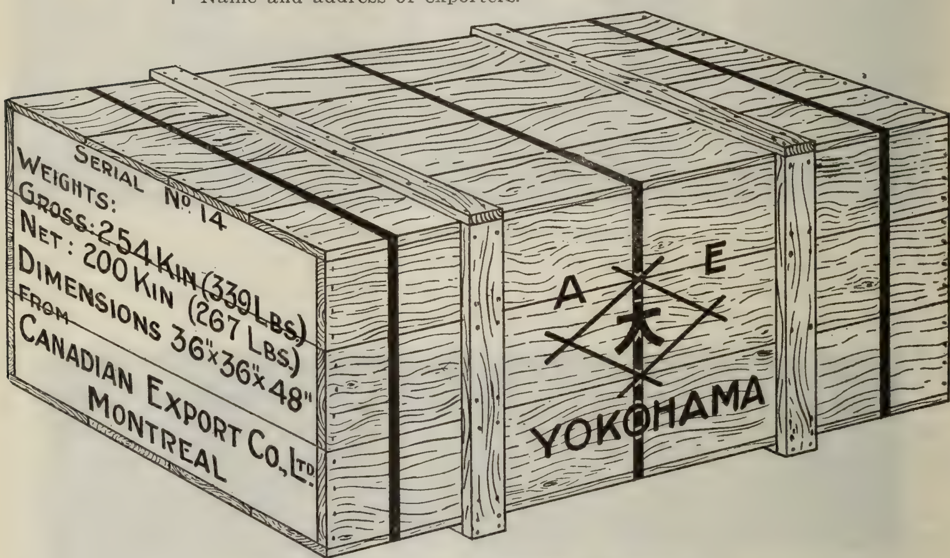


Even the Best of Packing is Subject to Abuse

MARKING OF EXPORT SHIPMENTS

When the Canadian shipper has his goods and is satisfied that such packing will meet all requirements of such and such a route, he must then be sure to see that the marks and numbers are correctly printed on the case in good big legible letters. Nothing else other than what is really necessary should be inscribed on the case, not even for advertising purposes as it shows the pilferer what that case contains. The following particulars should be marked on cases shipped to Japan:—

1—Name of consignee or his particular marks.
2—Name of port of destination.
3—The serial number of the case.
4—The gross weight in kin or piculs.
5—The dimensions of the case
6—The net weight in kin or piculs.
(one kin=1.32 pounds.)
(one picul=133 pounds.)
7—Name and address of exporters.



An Example of Case Marking for Japan

NAME OF CONSIGNEE

In the majority of cases, the Japanese importer does not want his full name and address on the case, as this would only go to give his competitors information, which he perhaps is not anxious for them to know. To overcome this the Japanese buyer, usually when sending his indents, gives the "shipping marks" which he wishes the exporter to put on his cases. As an example, marks taken from some cases unloaded in Yokohama yesterday were as under:—

These marks must be the most conspicuous on the case, and should be 6 or 8 inches high.

NAME OF PORT

Usually the port where the goods are to be unloaded is written just under the marks of the consignee, these also should be in good big lettering, larger than the name or marks of consignee if anything, as of course this shows the ship checker where such cases must be packed in the ship, so as to be unloaded at that particular port. Goods for Yokohama loaded at Vancouver are always put on the ship last, as they are the first to be unloaded.

THE SERIAL NUMBERS

Probably this is the most important markage next to the name of the consignee and port name.

By the serial number which conforms to a similar number on the invoice, the importer is able at once to tell what is inside a case. The number is the key, as it were, and on it alone the importer relies for his bearings, when the cases are being put through customs routine.

Then again, if there is more than one case, they should be numbered in rotation and by comparing these numbers with the corresponding numbers on the invoice, the importer can tell if any of his cases are missing, and also what goods did not come to hand.

THE DIMENSIONS OF THE CASE

It is a good idea to always show the outside dimensions of each cases. This acts as a check on the *ton* measurement as figured out by the steamship company and facilitates the despatch of the case from port of shipment, or the bills of lading covering such shipment can be made right up without any extra time as would be lost in measuring the case at time of shipment.

WEIGHTS OF CASES

In Japan the standard of weight used by the customs authorities is the Japanese *kin* which is equal to 1·32 pounds, or a *picul* (133 pounds). The exporter should then give first the gross weight and under it the net weights of the contents. It is upon this weight that the Japanese base their specific customs valuations. It is not necessary to show the tare weight, as no duty is charged on the ordinary packing case in this country .

It is Advisable to have Bales or Cases of Convenient Size for Trucking

ADDRESS OF EXPORTER

It is important to have on one side of the case the name and address of the exporter. Although he can tell by the invoices anyway, the Japanese Customs inspector always asks this information, as similar goods coming in from the same maker from time to time become standardized, as it were, with the inspectors, and gradually such merchandise is put through customs routine with greater despatch.

WARNING MARKS USELESS

The writer is of the opinion that such phrases as "Use no Hooks," "Handle with Care," etc., are not of any use as far as Japan is concerned unless written in Japanese characters. Even then it is doubtful whether the careless coolie would take any notice of it. At the same time it does no harm to put these markings on the cases, and as on occasions it might be useful and receive attention it might be well for all exporters to put warning marks on cases when the contents are of a frail nature.

If the nature of the article requires special packing and if such article can best be unpacked by following any given directions, such notices as "Open this side first," "For unpacking remove screws marked X", etc., etc. If such information is not given in a clear way it often happens that the article inside is broken because the person who opens the case does so in the wrong manner.

CONSULAR INVOICES

For full particulars regarding the Japanese invoice requirements those interested may refer to a previous report (*Weekly Bulletin* No. 877).

JAPANESE CROP ESTIMATION OF WHEAT, BARLEY, AND RYE FOR 1921

M. Malabar writes from the office of the Canadian Trade Commissioner to Japan, under date of August 11, 1921, submitting the translation of the bulletin as forwarded to their office from the Department of Agriculture and Commerce Tokyo, it being an estimation of the wheat, barley, and rye crop of Japan for this season. The table submitted is given hereunder.

1 Koku = 4.9629 bushels.

	Estimation of crop, 1921 koku	Actual crop, 1920 koku	Actual crop, ordinary year koku	More or less from 1920	More or less from ordinary year	Percentage compared, 1920	Percentage compared, ordinary year
Barley	9,213,437	8,289,859	9,290,641	more 923,578	less 77,204	11.1	8.3
Rye	7,231,977	8,297,090	7,962,295	less 1,065,113	less 730,318	12.8	9.2
Wheat	5,703,069	5,890,859	5,960,323	less 187,790	less 257,254	3.2	4.3
Total	22,148,483	22,477,808	23,213,259	less 329,325	less 1,064,776	1.5	4.6

FIXED RENTS IN THE ARGENTINE REPUBLIC

Mr. B. S. Webb, Trade Commissioner in Argentina, informs this office that the Senate of the Argentine Government has sanctioned a law fixing the rents for the next two years at the level applicable in January, 1920.

ITALIAN IMPORT RESTRICTIONS

Mr. W. McL. Clarke, Canadian Government Trade Commissioner in Italy, writes as follows under date of August 24, 1921, concerning the régime governing imports into Italy from Canada:—

(1) The following commodities are restricted to State importation, viz: coffee, sugar, matches, playing cards, and wheat. After September 1, 1921, however, wheat will be free. Tobacco is a State monopoly, but it may be imported in limited quantities (2 kilogrammes) for private use. Larger quantities require a ministerial permit.

(2) The only other restrictions on goods imported from Canada are:—

(*a*) On those goods mentioned in Table A of the *Bollettino Ufficiale* of the Ministry of Finance No. 7, Volume LXI, of January 15, 1921, which, in accordance with order dated July 12, 1921, must be imported through the United Kingdom. Otherwise a ministerial permit is necessary. These goods are as follows:—

Vermouth.
Cognac and liquors.
Tea.
Perfumery and perfumed soaps.
Explosives.
Lace, tulle and embroidered textiles of linen, cotton, wool or silk.
Woollen carpets.
Furniture.
Picture frames and toys of wood.
Paper and cardboard manufactures.
Fur manufactures.
Guns, pistols and revolvers.
Gold semi-manufactured and manufactured including jewellery.
Gold watches.
Automobiles.
Precious stones.
Sulphur.
Glass wares, ground, cut, gilt or silvered.
Bananas and other fresh fruits.
Raisins.
Feathers, ornamental, dressed or not.
Hats.
Manufactures of corals, ivory, mother-of-pearl, tortoise-shell, horn and hoofs.
Small wares including toys and exposed cinematograph films.
Fans.
Pianos.
Hats for ladies, trimmed.
Artificial flowers.

(*b*) Synthetic dyes are prohibited importation into Italy.

According to a communication under date of May 30, received from the British Embassy, the Italian customs authorities are authorized to allow the direct importation of automobiles from Canada.

BRITISH EXPORT CREDITS SCHEME

EXTENSION TO ITALY AND PORTUGAL

The Department of Overseas Trade announces that the Board of Trade have added Italy and Portugal (including Portuguese colonies) to the list of countries included in the new export credits scheme, states the *Manchester Guardian Commercial*. Inquiries in this connection should be addressed to the Director of the Export Credits Department, 73, Basinghall Street, London, E.C. 2, from whom forms of application can be obtained. The announcement is interesting, inasmuch as the scheme, up to the present, has been confined to countries whose rates of exchange have been thoroughly disorganized by the war and its aftermath. The Italian rate, though far above its pre-war parity, cannot, of course, be described as disorganized, and the inclusion of Italy among the countries to which the scheme extends will probably be advantageous to British coal exporters, while machinery makers may be helped by the inclusion of the Portuguese colonies.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 21, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending September 21; those for the week ending September 14 are also given for the sake of comparison:—

		Parity	Week ending September 14, 1921	Week ending September 21, 1921
Britain.. .. ..£	1.00	$4.86	$4.1365	$4.1261
France. .. ..Fr.	1.	.193	.0786	.0783
Italy.. .. ..Lira	1.	.193	.0476	.0464
Holland .. ..Florin	1.	.402	.3501	.3514
Belgium .. ..Fr.	1.	.193	.0777	.0784
Spain. .. ..Pes.	1.	.193	.1448	.1448
Portugal. .. ..Esc.	1.	1.08	.1175	.1054
Switzerland.. .. ..Fr.	1.	.193	.1924	.1915
Germany. .. ..Mk.	1.	.238	.0102	.0101
Greece. .. ..Dr.	1.	.193	.0646	.0560
Norway.. .. ..Kr.	1.	.268	.1448	.1398
Sweden.. .. ..Kr.	1.	.268	.2408	.2420
Denmark. .. ..Kr.	1.	.268	.1976	.1976
Japan. .. ..Yen	1.	.498	.5455	.5357
India.. .. ..R.	1.	2s.	.2937	.3025
United States.. .. ..$	1.	$1.00	1.1190	1.1103
Argentina .. ..Pes.	1.	.44	.3581	.3386
Brazil. .. ..Mil.	1.	.3245	.1440	.1415
Roumania. .. ..Lei	1.	.193	.0095	.0105
Jamaica. .. ..£	1.	4.86	4.1769	4.1386
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.86⅛–.88⅝	.85½–.87¾
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		
Shanghai, China.. ..Tael	1.	.631	.8420	.8438
Batavia, Java.. ..Guilder	1.	.402	.3497	.3497
Singapore, Straits Settlements.. .. ..$	1.	.49	.4979	.4885

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, MONTREAL, TORONTO, ST. MARY'S (ONT.), WINNIPEG, AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, BRANTFORD, BELLEVILLE, LONDON, SARNIA, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CHAMBRE DE COMMERCE, MONTREAL; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, WINNIPEG, AND VANCOUVER; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

3443. **Canned vegetables.**—A London company wish to act in the capacity of brokers and agents upon behalf of Canadian packers of canned vegetables who may be unrepresented in the United Kingdom.

3444. **Grocery and proprietary lines.**—A Durban produce house will be glad to receive samples and prices of Canadian grocery products and proprietary lines.

3445. **Potatoes.**—A general produce agent in Havana, Cuba, desires to secure the agency of a Canadian firm who wish to sell potatoes in Havana.

3446. **Canned fish.**—A firm in Le Havre are desirous of getting in touch with Canadian firms (preferably having an agency in Paris) exporting canned fish, salmon, rock lobster and lobster, with a view to becoming their agents here. They claim to have been established in Havre for the last twenty-four years. References.

Miscellaneous Products

3447. **Cobalt.**—An influential firm in Cologne, Germany, would like to effect connections with Canadian suppliers of cobalt, which is required free of silver content, if possible.

3448. **Provisions; hardware.**—A Cape Town firm of manufacturers' agents, with branch offices in Johannesburg and Durban, are prepared to take up Canadian agencies in grocer and provision lines (except bakers' specialties and fish, and any line of goods for the hardware trade, seeking in a special way a full line of brushware.

3449. **Douglas fir.**—An old-established importing firm at Port Elizabeth, C.P., expect to establish as a branch of their business a timber yard, and request prices and other data from exporters of Douglas fir.

3450. **Engineering agency.**—A Durban firm of engineering agents, covering all centres of the Union and Rhodesia, desire to get into touch with Canadian manufacturers of tramway material, steel rails, and trucks.

3451. **Machinery agency.**—A South African engineering house would like to receive particulars, prices, and agency terms of a Canadian-made Universal joiner (saw, planer, and borer combined), for which a demand exists in engineering shops.

3452. **Piping and nails.**—A large firm of general merchants established in East London, Durban, and other centres, ask prices on galvanized iron piping and fittings, wire nails, and horse-shoe nails. Prices to be f.o.b. Montreal, or St. John, N.B.

3453. **Binder twine.**—A Durban firm buying binder twine in large quantities require immediately prices and samples from Canadian makers.

3454. **Toys.**—A Natal toy house is open to receive catalogues and prices of cheaper quality Canadian-made toys; also special lines.

3455. **Handles and woodenware.**—Heavy importers of handles and woodenware, established at Durban, request samples and f.o.b. Canadian port prices.

3456. **Roofing felt, etc.**—A Cape Town manufacturers' agent, with branch office in Johannesburg, and regularly visiting the whole South African territory, desires representation of Canadian manufacturers of roofing felt and building paper.

3457. **Shipping agencies.**—A South African shipping and forwarding agency, established at Port Elizabeth and Durban, desire connection with reciprocating offices in Canadian ports and commercial centres.

3458. **Wool, worsted, yarns.**—A firm of importers in Rangoon desire to make connections with Canadian manufacturers of pure wool and worsted, knitting yarns; also cotton yarns. Prices submitted to be c.i.f. Rangoon. Samples are requested.

CROP PROSPECTS IN ARGENTINA

A cable received on September 17, 1921, from Mr. B. S. Webb, Trade Commissioner in the Argentine Republic, informs this office that abundant rains have broken the drought which was seriously affecting this year's crop. The prospects of good crops in Argentina are now bright.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice

The sailing dates are approximate

From Montreal

To LIVERPOOL.—*Minnedosa,* Canadian Pacific Ocean Services, Ltd., September 30; *Canadian Commander,* Canadian Government Merchant Marine, Ltd., September 30; *Oxonian,* White Star-Dominion Line, October 1; *Welland County,* Canada Steamship Lines, October 2; *Megantic,* White Star-Dominion Line, October 8; *Metagama,* Canadian Pacific Ocean Services, Ltd., October 14; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., October 14; *Lord Dufferin,* Canada Steamship Lines, October 20; *Melita,* Canadian Pacific Ocean Services, Ltd., October 21; *Canada,* White Star-Dominion Line, October 22; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., October 28; *Vedic,* White Star-Dominion Line, October 29; *Megantic,* White Star-Dominion Line, November 5.

To LONDON.—*Bosworth,* Canadian Pacific Ocean Services, Ltd., September 29; *Tarantia,* Cunard Line, October 1; *Dunbridge,* Canadian Pacific Ocean Services, Ltd., October 6; *Vindelia,* Cunard Line, October 7; *Comino,* Furness Line, October 8; *Canadian Raider,* Canadian Government Merchant Marine, Ltd., October 8; *Brant County,* Canada Steamship Lines, October 11; *Vennonia,* Cunard Line, October 14; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., October 19; *Hoerda* Canada Steamship Lines, October 22; *Venusia,* Cunard Line, October 22; *Batsford,* Canadian Pacific Ocean Services, Ltd., October 25; *Vitellia,* Anchor-Donaldson Line, October 29; *Grey County,* Canada Steamship Lines, November 2.

To GLASGOW.—*Saturnia,* Anchor-Donaldson Line, October 1; *Pretorian,* Canadian Pacific Ocean Services, Ltd., October 4; *Canadian Otter,* Canadian Government Merchant Marine, Ltd., October 5; *Tunisian,* Canadian Pacific Ocean Services, Ltd., October 8; *Cassandra,* Anchor-Donaldson Line, October 15; *Cabotia,* Cunard Line, October 22; *Gracia,* Anchor-Donaldson Line, October 29.

To HULL.—*Oristano,* Furness Line, September 28.

To NEWCASTLE-ON-TYNE.—*Cairndhu,* Thomson Line, October 2; *Cairnmona,* Thomson Line, October 16; *Cairngowan,* Thomson Line, October 23; *Cairnross,* Thomson Line, October 30; *Cairnvalona,* Thomson Line, November 5.

To AVONMOUTH DOCK.—*Orthia,* Cunard Line, September 27; *Oxonian,* White Star-Dominion Line, October 1; *Welshman,* White Star-Dominion Line, October 8; *Salacia,* Cunard Line, October 11; *Concordia,* Cunard Line, October 22; *Caledonian,* White Star-Dominion Line, October 15; *Bothwell,* Canadian Pacific Ocean Services, October 25; *Turcoman,* White Star-Dominion Line, October 22; *Lakonia,* Anchor-Donaldson Line, October 29.

To MANCHESTER.—*Manchester Corporation,* Manchester Line, September 24; *Manchester Hero,* Manchester Line, October 1; *Manchester Division,* Manchester Line, October 8; *Manchester Importer,* Manchester Line, October 15; *Manchester Port,* Manchester Line, October 22; *Manchester Producer,* Manchester Line, October 29.

To CARDIFF AND SWANSEA.—*Canadian Volunteer,* Canadian Government Merchant Marine, Ltd., September 30; *Canadian Carrier,* Canadian Government Merchant Marine, Ltd., October 20.

To LEITH.—*Cairndhu,* Thomson Line, October 2; *Cairnmona,* Thomson Line, October 16; *Cairngowan,* Thomson Line, October 23; *Cairnross,* Thomson Line, October 30; *Cairnvalona,* Thomson Line, November 5.

To BELFAST.—*Rathlin Head,* Head Line, October 5; *Fanad Head,* Head Line, October 9; *Dunaff Head,* Head Line, October 23.

To Dublin.—*Lord Antrim,* Head Line, October 9; *Dunaff Head,* Head Line, October 23.

To Rotterdam.—*Ramore Head,* Head Line, September 30; *Lord Londonderry,* Head Line, October 22.

To Havre.—*Hoerda,* Canada Steamship Lines, October 22.

To Hamburg.—*Ramore Head,* Head Line, September 30; *Lord Londonderry,* Head Line, October 22.

To Antwerp.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., October 15.

To Naples-Genoa.—*Caserta,* Canadian Pacific Ocean Services, Ltd., October 15.

To Danzig.—*Scandinavian,* Canadian Pacific Ocean Services, Ltd., October 1; *Corsican,* Canadian Pacific Ocean Services, Ltd., October 15.

To Naples-Trieste.—*Montreal,* Canadian Pacific Ocean Services, November 2.

To Copenhagen, Gothenburg.—A steamer, Sprague Line, September 30.

To South Africa.—*Calgary,* Elder-Dempster & Co., September 30.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Voyageur,* Canadian Government Merchant Marine, Ltd., September 29; *Hesperides,* Houston Line, September 30; *Canadian Seigneur,* Canadian Government Merchant Marine, October 27.

To St. John's (Nfld.).—*Canadian Sealer,* Canadian Government Merchant Marine, Ltd., September 30; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., October 6; *Mapledawn,* Canada Steamship Lines, October 6.

To Barbados, Trinidad, and Demerara.—*Canadian Beaver,* Canadian Government Merchant Marine, Ltd., October 5; *Canadian Logger,* Canadian Government Merchant Marine, October 19.

To Nassau, Kingston and Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Ltd., September 27; *Canadian Fisher,* Canadian Government Merchant Marine, Ltd., October 18.

To Australia and New Zealand.—*Sussex,* New Zealand Shipping Co., September 27; *Canadian Challenger,* Canadian Government Merchant Marine, October 23.

To Copenhagen and Gothenburg.—A steamer, Sprague Line, September 30.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., September 30 and October 11.

From Quebec

To Liverpool.—*Oxonian,* White Star-Dominion Line, October 1; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., October 4; *Megantic,* White Star-Dominion Line, October 8; *Empress of France,* Canadian Pacific Ocean Services, Ltd., October 18; *Canada,* White Star-Dominion Line, October 22; *Vedic,* White Star-Dominion Line, October 29; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., November 1; *Megantic,* White Star-Dominion Line, November 5.

From Halifax

To Liverpool.—*Rexmore,* Furness, Withy & Co., about September 28.

To Glasgow.—*Lexington,* Furness, Withy & Co., about October 2.

To Guantanamo, Santiago, Manzanillo, and Kingston (Jamaica).—*Caledonia,* Pickford & Black, about October 5.

To Bermuda, British West Indies, and Demerara.—*Chignecto,* Royal Mail Steam Packet Company, about September 30.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* October 5 and 19.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, October 8.

To New Zealand and Australia.—*Waihora,* Canadian-Australasian Line, October 14; *Canadian Scottish,* Canadian Government Merchant Marine, Ltd., October 15.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., October 22.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Canadian Winner,* Canadian Government Merchant Marine, Ltd., October 2; *Empress of Asia,* Canadian Pacific Ocean Services, Ltd., October 13.

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius,* Blue Funnel Line, October 14.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Ltd., November 15.

To London, Hamburg, Rotterdam, Amsterdam and Antwerp.—*Noorderdijk,* Royal Mail Steam Packet Company, September 25.

To Kobe, Shanghai, Hong Kong and Manila.—*Harold Dollar,* Dollar Line, September 30; *Melville Dollar,* Dollar Line, October 23.

To Southampton and Glasgow.—*Moliere,* Royal Mail Steam Packet Company, October 20.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Ixion,* Blue Funnel Line, October 7; *Talthybius,* Blue Funnel Line, October 28.

ARGENTINA'S DEMAND FOR SULPHATE OF ALUMINA AND SULPHURIC ACID

Mr. R. S. Webb, Canadian Trade Commissioner to Argentina, writes from Buenos Aires under date of August 6, 1921, regarding the Argentina Government's demand for sulphate of alumina and sulphuric acid.

According to information received it is learned that the Obras Sanitaries de la Nacion (Waterworks Department of the Ministry of Public Works) have resumed their periodical calls for tenders for the supply of sulphuric acid and sulphate of alumina.

COST OF LIVING IN ARGENTINA

Mr. B. S. Webb, Canadian Trade Commissioner in Argentina, writes from Buenos Aires, under date of August 6, 1921, regarding the cost of living:—

From statistics prepared by the National Department of Labour, it would seem that the cost of living in the Republic is not yet coming down. The average prices of foodstuffs during the first five months of this year are about equal to those of 1920, during which year prices reached their maximum. The comparison is shown by reference numbers in the following statement:—

Year 1920	100
January, 1921	98
February "	97
March, "	95
April, "	96
May, "	97

The cost of clothing has fluctuated slightly but remains substantially as high as during last year. The reference figures are:

Year 1920	100
January, 1921	110
February "	108
March, "	104
April, "	102
May, "	100

As compared with January 1920, house rents have increased.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

P. Roy. Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

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1921

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WEEKLY BULLETIN

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Ottawa | Monday, October 3, 1921 | No. 922

"WEST AFRICA AND ITS OPPORTUNITIES FOR CANADIAN TRADE"

A report on the above subject by Mr. W. J. Egan, Canadian Government Trade Commissioner, is in the hands of the printers and will shortly be published. In the early part of the year, Mr. Egan completed an investigation into Canadian trade opportunities in West Africa which was undertaken at the instance of the Department of Trade and Commerce. In addition to the British Colonies in that region (Nigeria, the Gold Coast, Sierra Leone, and Gambia), the prospects for trade in the French Colonies (Senegal, the Upper Senegal-Niger Colony, French Guinea, the Ivory Coast and Dahomey), were also surveyed. Among the subjects handled by Mr. Egan are: Population and Area of the Colonies, Currency and Banking, Methods of Purchase, Railways and their Requirements, and—most important of all—Import Requirements. In regard to the last, Mr. Egan in his report has, to use his own words, confined his attention to those "lines which it is believed Canada can undoubtedly supply, or in which, with a little effort, there is at least a fighting chance of the exporters of the Dominion securing a share of the trade". This section of the report contains about a hundred illustrations of various types of articles in demand in West Africa.

The report, which will not be available in any other form than in the pamphlet now in the press, will be sent post free to Canadian manufacturers and others interested in trade development, and at a charge of 35 cents to addresses outside the Dominion. As the number to be printed will be strictly limited, and copies can only be obtained on special request, readers of the *Weekly Bulletin* who may wish to receive copies are asked to make early application to the Director, Commercial Intelligence Service, Ottawa.

INFORMATION ON NATURAL RESOURCES

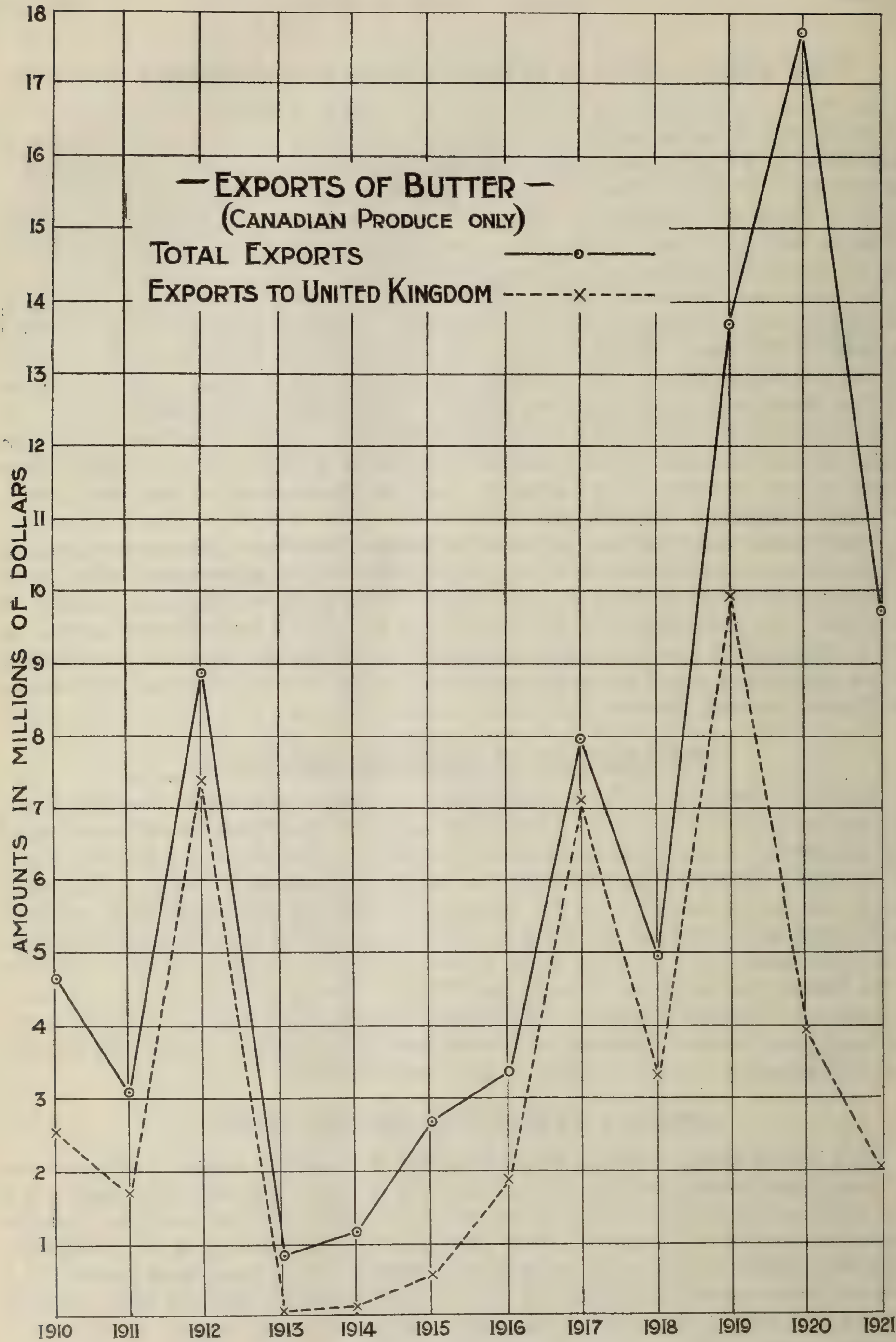
With the dissolution of the Commission of Conservation, the educational and information branch of the work of that body has been transferred to and co-ordinated with the service of the Natural Resources Intelligence Branch of the Department of the Interior. This intelligence service has become an important factor in the widespread and varied functions of the Interior Department, the anticipated energetic development of our natural resources creating an intensified demand for information as to their possibilities. This interest is not confined to Canada, but is in evidence in the United States, Great Britain and Western Europe and in Japan. To those interested the Natural Resources Intelligence Branch is prepared to forward literature and answer inquiries relating to Canada, her natural resources and their development. Application should be made to the Superintendent.

CANADA'S EXPORTS OF BUTTER, 1910-21

This week's graph indicates the total export of Canadian butter to all countries, and also to the United Kingdom alone, from 1910 to 1921. Up until 1919 there was a close relationship between the total quantity of butter exported and the quantity exported to the United Kingdom. Since then, however, the opening of the continental European markets, coupled with an increased consumption at home, have resulted in a decrease in the quantity shipped to the United Kingdom and the total quantity exported. The latter decrease has also been influenced by the increase in the use of milk and cream by the condensing manufacturers.

Canada's Exports of Butter, 1911-21

(Fiscal years ending March 31 in each year stated)



CURRENT ECONOMIC CONDITIONS IN THE UNITED KINGDOM

Trade Commissioner Harrison Watson

London, September 14, 1921.—General business remains inactive, and such few signs of recovery as are visible refer to future prospects rather than to actual conditions.

It is true that the returns of overseas trade for August show some slight expansion, an increase of £8,000,000 in imports and £9,000,000 in exports over July, but these are attributable to relief caused by the termination of the coal strike rather than to any revival in business. Otherwise the month's totals represent little more than half of the figures for the same month a year ago.

The re-starting of a number of factories, notably in the iron and steel industries, is certainly a favourable factor, but according to the statistics issued by the National Federation of Iron and Steel Manufacturers, while the country's production of pig-iron amounted to 93,600 tons against 10,200 in July, this compares with an output of 752,000 tons in August, 1920; and in this and in almost all other industries there is an enormous leeway to be made up before anything like the normal situation is reached.

UNEMPLOYMENT

The unfortunate position of affairs is shown by the grave amount of unemployment which still prevails, for although the 2,170,000 wholly unemployed and 988,000 on short time, which was reported on the 1st July, has been reduced to 1,527,000 and 400,000 respectively on the 2nd September, an outstanding feature of the past month has been the demonstrations and disorder among the unemployed in their endeavour to secure relief from municipalities and the Government.

While it is generally recognized that a considerable proportion of those still unemployed consist of persons of both sexes who have lived on Government doles and done no work since the war, supplemented by a large mass of those who are averse to regular work, it is unfortunately certain that employment is exceedingly difficult to obtain and that great misery prevails.

In any case the situation has determined the Government to open an investigation which will probably lead to the institution of relief works.

RETAIL PRICES NOT FALLING COMMENSURATELY WITH WHOLESALE VALUES

Another noteworthy feature is the universal agitation against the lack of proportion between the prices which retailers are demanding for food and every kind of commodity in comparison with the manufacturers' and wholesale prices which are now ruling, and as a number of influential journals are waging a campaign against the rapacity of the retailers and publishing definite figures showing the wide margin between what prices are and what they might be, it seems probable that this crusade, supplemented by the general shortage of money, must force down prices to a level which will eventually lead to a general revival in home trade.

It is now generally recognized that the present depression is intensified by the unwillingness of retailers and middlemen who have made enormous profits during the war to face reductions and losses on stocks purchased at prices higher than those which are now ruling, the consequence being that transactions are restricted in all branches of trade.

FOREIGN COMPETITION

A main difficulty towards amelioration, and particularly as regards export trade, is the fact that the question of high wages is so indissolubly interlocked with the cost of living, that upon the present scale the cost of production of almost every article in the United Kingdom is so much in excess of the figure at which they can be produced in most other countries, notably those whose currencies are depreciated, that the United Kingdom manufacturer is for the moment practically shut out of many of his customary markets.

While it is anticipated that the adoption of the procedure authorized by the Safeguarding of Industries Act will stop the unfair dumping of certain manufactured goods into this country and thus open the way to increased employment, the problem of export trade can apparently only be solved by a reduction in the present excessive scale of wages and greatly increased production.

UNITED KINGDOM CROPS DURING AUGUST

Trade Commissioner Harrison Watson

London, September 12, 1921.—The long drought was broken during August, but although in the north and west rain was plentiful, in the southeastern half of the country the rainfall was comparatively small. However, the cereal harvest was not appreciably hindered, and throughout the greater part of the country all grain was secured in good condition by the end of the month.

According to the Ministry of Agriculture's monthly report, on September 1 *wheat* was generally of a good quality, though a certain amount of damage by smut is reported, and the crop is now estimated to be heavier than anticipated a month ago, and much above the average.

Winter *oats* and early spring crops of *barley* and *oats* are generally fairly satisfactory, but on the whole yields are light. *Beans* and *peas* are also small crops.

Potatoes are not expected to give any better yields than were anticipated a month ago, tubers where lifted being generally small. Sprouting is general, and in some districts crops are being lifted earlier than usual in consequence.

The August rains have improved the appearance of *root crops* over the greater part of the country, but nevertheless the yields will be low.

The condition of the *pastures* varies very considerably; in the east and southeast the supply of grass is still short, but the rains in the north and west have encouraged a good growth and there is now plenty of keep in the pastures.

The progress of *live stock* is also variable, but on the whole both cattle and sheep have done better than during July.

Apples are pretty generally good, although the fruit is not so large as usual. The yield of *pears* is small.

Owing to the drought, *seeds* germinated badly, but while in the south the plant is very poor, and rye-grass, trifolium, etc., are being sown in order to improve the plant, in the north the recent rains have considerably brightened the prospects for seeds.

Taking the average crop to be 100, the probable yields per acre are represented by the following percentages: wheat, 104; barley, 89; oats, 89; beans, 85; peas, 86; potatoes, 81; turnips and swedes, 70; mangolds, 82; and hops, 89.

SUMMARY OF THE TRADE OF CANADA FOR AUGUST, 1921

The summary of the trade of Canada for August of this year shows that, represented in dollars (not quantities) imports for consumption were valued at $65,147,301, as against $124,318,014 in August, 1920, and $81,357,385 in August, 1919. The imports from the United Kingdom showed a remarkable decline, being valued at $7,897,695 as against $21,471,838 last August, but they are in excess of the figures for the corresponding month in 1919. Those from the United States were valued at $46,085,880 as against $85,821,807 last August. The exports of Canadian produce for the month were valued at $61,485,995 as against $112,278,064 in 1920. The exports to the United Kingdom were valued at $23,501,013, as against $36,748,689 in August of last year; those to the United States at $24,169,908, as against $46,505,613. Imports for the twelve months ending August, 1921, were valued at $961,278,042 as against $1,296,164,318 in the twelve months ending August, 1920; and exports at $1,012,187,163, as against $1,219,523,896 for the twelve months ending August, 1920. The month's returns show an unfavourable balance of trade of $3,661,308; but for the twelve months ending August the balance of trade is favourable by $50,909,121.

SUMMARY OF THE TRADE OF CANADA: MONTH, FIVE MONTHS, AND TWELVE MONTHS ENDING AUGUST, 1921

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of August, 1921			Four Months ending August, 1921			Twelve Months ending August, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for Consumption	$	$	$	$	$	$	$	$	$
Vegetable Products	14,975,255	1,492,674	6,918,531	79,630,740	12,987,209	36,008,630	213,149,718	37,672,128	102,179,515
Animal Products	3,852,275	197,894	3,027,963	17,400,246	981,508	14,074,428	47,072,355	3,145,294	35,628,485
Fibres and Textile Products	12,659,038	3,936,239	6,754,594	52,261,707	16,819,921	27,384,621	152,161,679	62,065,288	67,921,238
Wood, Wood Products and Paper	3,051,718	227,660	2,692,901	14,777,523	1,150,687	12,807,658	47,891,082	3,054,662	42,959,759
Iron and its Products	9,721,923	617,746	8,975,468	51,939,142	3,769,326	47,643,442	182,101,077	13,618,157	166,544,000
Non-ferrous Metal Products	2,416,035	142,356	2,056,016	12,025,089	958,620	10,234,207	41,391,150	4,315,727	34,444,884
Non-metallic Mineral Products	12,540,173	365,199	11,529,797	60,938,533	2,545,939	52,551,287	190,262,480	7,197,441	172,048,564
Chemicals and Allied Products	1,798,269	223,928	1,298,219	8,847,596	1,205,435	6,375,045	27,500,977	4,244,684	19,785,827
All other Commodities	4,132,615	693,999	3,031,391	21,189,187	4,949,282	14,249,613	50,747,524	12,821,206	41,877,586
Total Imports, 1921	65,147,301	7,897,695	46,085,880	319,009,763	45,367,927	221,328,931	961,278,042	148,134,587	683,389,858
1920	124,318,014	21,471,838	85,821,807	527,890,603	111,206,902	394,115,893	1,296,164,318	206,130,052	903,829,912
1919	81,357,385	7,507,214	62,593,242	366,254,408	31,439,481	291,383,299	872,267,894	76,690,228	692,606 973
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Vegetable Products	19,925,678	10,274,668	3,036,715	106,662,220	58,179,813	20,840,311	450,707,008	150,912,814	137,280,647
Animal Products	15,865,591	10,311,068	3,683,207	56,803,223	32,448,236	17,902,540	167,895,142	82,292,988	65,668,591
Fibres and Textile Products	297,606	53,825	166,542	2,002,435	400,553	897,719	10,803,478	1,182,817	4,644,823
Wood, Wood Products and Paper	16,512,887	1,891,111	13,305,701	69,630,670	6,206,773	57,134,797	227,439,302	24,698,826	176,324,138
Iron and its Products	1,631,933	217,391	357,158	10,673,792	1,297,919	2,209,512	53,104,754	9,401,991	10,280,927
Non-ferrous Metal Products	2,029,662	363,641	1,176,265	9,894,289	1,635,565	6,028,560	35,940,707	7,582,587	21,969,349
Non-metallic Mineral Products	2,385,670	211,997	1,320,059	10,508,306	2,903,205	4,607,483	31,737,574	4,505,251	16,522,951
Chemicals and Allied Products	517,261	102,237	275,360	3,752,400	342,488	2,623,402	14,057,897	1,805,289	9,526,284
All other Commodities	2,319,705	75,075	848,901	7,486,414	416,450	5,222,769	20,501,301	1,476,018	12,803,858
Total Exports, 1921	61,485,993	23,501,013	24,169,908	277,413,949	103,831 002	117,467,113	1,012,187,163	283,858,581	455,011,568
1920	112,278,064	36,748,689	46,505,613	454,390,487	132,817,292	204,778,312	1,219,523,896	393,991,658	505,472,394
1919	116,474,792	52,238,338	40,764,875	474,358,689	227,978,271	163,334,301	1,241,615,681	575,597,918	430,585,441
Exports (Foreign Produce)									
Totals, 1921	877,005	105,886	719,904	5,891,326	400,212	5,116,546	16,083,664	1,189,051	13,617,218
1920	1,489,331	186,096	1,159,266	11,072,080	594,961	9,878,297	37,918,443	3,647,390	31,182,164
1919	4,313,801	255,267	3,968,962	20,320,248	3,755,052	15,798,067	59,812,687	19,365,862	39,285,656

NEW TARIFFS OF ST. LUCIA AND ST. CHRISTOPHER-NEVIS

The Commercial Intelligence Branch of the Department of Trade and Commerce has received copies of the new tariffs of St. Lucia and St. Christopher-Nevis, which have been revised in accordance with the Canada-West Indies Trade Agreement proclaimed as having come into operation on September 1. A statement containing some detailed information regarding these tariffs will be published in the next issue of the *Weekly Bulletin*. In the meantime, advice as to rates of duty, preferential or general, under the new tariffs of St. Lucia or St. Christopher-Nevis will be furnished on application to the Director, Commercial Intelligence Service, Ottawa.

THE MARKET FOR APPLES IN FRANCE; AND GENERAL APPLE MARKET CONDITIONS IN ENGLAND

FRUIT TRADE COMMISSIONER J. FORSYTH SMITH

The Market for Apples in France

Liverpool, September 7, 1921.—The apple market situation in France, as far as it affects Canadian exporters, is markedly different from that in any of the continental countries—Norway, Sweden, Denmark, and Holland—previously reported upon. In all of these, transatlantic apples, unfortunately mainly American, are well and favourably known, and have made regular appearance upon the market, and Western American boxed apples in particular are generally recognized as superior, as indeed they are, to anything of home production. France, however, is a country that produces annually a very large quantity of apples—a quantity sufficiently large to supply, normally, all home requirements, and to permit of a very considerable export. Importations have always been the exception rather than the rule, and as a result, not only is there very little demand for barrel apples, but even for the luxury requirements of Paris, a supply has been developed from home sources that is energetically claimed to be equal to anything produced anywhere.

BARREL APPLES

Among the twenty-five or more wholesale fruit merchants interviewed, two were discovered who, before the war, in a year of short crops in France, had experimented in the importation of barrel apples from Canada, in considerable quantities, principally Baldwin, Golden Russet, Ben Davis, and King, and these, while expressing satisfaction with their venture, and with the quality of the fruit, were agreed in the view that such importations were only commercially possible during a year of crop shortage, i.e., about one year in five.

This in fact appears to be the situation as regards barrel apples, and there seems to be no prospect of developing a regular demand for these, in competition with the home product. In short crop years, however, the situation is different, and the Fruit Trade Commissioner will make it his business to watch out for such years, and to see that Canadian exporters are duly notified of favourable prospects, whenever they occur.

During the present season, there will be an excellent crop of cider apples, and a good medium crop of dessert apples, though, on account of the long drought, it is expected that the latter will be somewhat smaller in size than average. In view of the satisfactory home crop situation, therefore, of the stimulus that the difference between French and English exchange (in favour of the shipper), offers to exports to England, and of the unfavourable rate of exchange as between France and Canada, French fruit wholesalers do not show much inclination to purchase. Commission merchants are ready to receive consignments, but, under the circumstances shipping on consignment is not recommended.

Nevertheless, two of the inquiries secured, and printed with this report, are worthy of the attention of our exporters. One is Trade Inquiry No. 3422, asking for quotations on barrelled apples. This is from an important firm, operating solely on a buying basis, who have already had a satisfactory experience in the purchase of Canadian apples. The other is Trade Inquiry No. 3423, from an agent of good standing, who states he has in hand offers for Canadian barrel apples up to 3,000 barrels monthly, and who solicits business on the basis of placing orders, quoted c.i.f. Havre, cash against documents, securing contracts from the actual importers at the time the orders are placed. This appears to be a safe basis, and one eminently suitable for introducing business on an undeveloped market, and is recommended to Canadian exporters. Risk is avoided, and shippers either sell at their own value, or no sale takes place.

THE CANADIAN REINETTE

Is it possible to get together, in any part of Canada, carload lots of the variety known as the Canadian Reinette, La Reinette du Canada?

This variety is characterized by that eminent promological authority, *The Apples of New York,* as "much esteemed in Europe, but not much in demand in America, because it is easily excelled by other varieties," and is certainly not held in very high repute in Canada. Nevertheless, it is not only largely grown in France, and in Switzerland for the French market, but it is the most popular and high-priced of all French varieties, except the luxury variety Calville, to be dealt with later, of which only a small quantity is grown. If it were possible to offer this variety in carload quantities, it would be assured of an excellent reception, for this year the French crop of Reinettes will be very short, and it is estimated by Paris fruit wholesalers that wholesale values in October and November may range from 250 to 300 francs per 100 kilogrammes net, and as high as 400 to 450 francs per 100 kilogrammes in February next. An average barrel may be reckoned to contain 60 kg., and the present rate of exchange between France and Canada is 11·75 francs to the dollar. The estimated wholesale value of the Reinette, therefore, is equal to $12.75 to $11.30 per Canadian barrel in October, and as high as $22.90 in February. If therefore carload lots of this variety can be got together in Canada, it is recommended that they be shipped, on shippers' account, to one or other of the commission firms listed, notably those referred to in Trade Inquiries Nos. 3424 and 3418.

Exporters, however, should not be misled by these high prices. They do not represent general apple values. The Reinette in Canada occupies a supreme position on the French market, and no other Canadian variety, as packed in barrels, could hope to approach it in price. As illustrating the situation, it may be said that, in a conversation with the head of a Paris firm of multiple retailers, who specialize in the sale of choice fruit, the possibility of choice Canadian boxed apples competing with the Reinette was being discussed, the present shortage of Reinettes was argued as offering an exceptional opportunity for this, and it was put forth, as an estimate, that boxed apples could be landed at Havre for the equivalent of 200 francs per 100 kg., that is at 50 to 100 francs per 100 kg. less than the estimated October-November market value of the Reinette. The dealer gave it as his considered opinion that "he saw no possibility of inducing his customers to accept any unknown imported variety, even the best and most carefully selected, in competition with the Reinette, which is so strongly established on the market, and so generally called for as to occupy a unique position."

QUEBEC EXPERIMENTAL SHIPMENT

An interesting experiment in the shipment to Paris of Quebec apples, comprising the two varieties, Fameuse and MacIntosh Red, was carried out in 1917, under the direction of Mr. G. Langlois, Commissiqner-General for the province of Quebec in Belgium, who has been good enough to furnish a copy of his report. The experiment

was not conducted on strictly commercial lines, that is to say, the apples were not distributed through the ordinary wholesale channels, the object, apparently, being rather to determine the degree of appreciation that these two varieties might meet with from large restaurants and important retail houses (who, of course, buy in quantities rendering direct business impossible) than, at this stage, to interest wholesalers, who could import in quantity.

In another respect, the shipment, 49 boxes only, did not comply with ordinary commercial conditions. The apples were not packed in the standard box. Some were packed in boxes holding a dozen apples each, but wrapped in the ordinary way, and others were in boxes with a separate compartment for each apple, on the principle of the egg case.

There was considerable delay in forwarding the shipment, which, though packed in the middle of October, was not available for distribution in Paris till December 20, and, as a result, the condition of some of the boxes was not altogether satisfactory.

The Fameuse apples comprised both No. 1, and No. 2, and it was made quite clear by the experiment that this variety is too small to be appreciated on a market that always emphasizes size in its judgment of values. The No. 2 proved very difficult to dispose of on this account, and, quite certainly, could not find a market in commercial quantities, and though the flavour and quality of the No. 1 were generally admitted to be superior, the restaurants found it also too small for their purposes. The large retailers found a certain demand for the No. 1, but considered that, on account of the handicap of size, it could only be sold at a price of 25 to 30 centimes apiece, as compared with MacIntosh Red at 50 centimes apiece. On the whole, the result of the experiment was distinctly unfavourable to the Fameuse as a variety for the Paris market, and Quebec fruit growers, with their excellent home demand for this excellent apple, will find no inducement to attempt to export.

The MacIntosh Red is reported to have made an excellent impression in Paris, excellence in colour and flavour being reinforced by size more suitable to requirements than those of the Fameuse. All boxes of this variety were readily disposed of at 50 centimes apiece, a price equivalent to $5.25 a box, on the assumption that the size was 125. The experiment seems to have made it clear that the MacIntosh Red should do well on the Paris market, though the prices of a few boxes sold to consumers and to retailers are no criterion as to the value possible in the case of apples sold in quantity to wholesalers.

BOX APPLES

A few western American boxed apples have appeared on the Paris market from time to time, but these have never been present in sufficient quantity, or in sufficiently regular and dependable supply, to produce an adequate impression. The situation at present is that, of all the continental countries of northwest Europe, France has had the least opportunity to become acquainted with box-packed apples. Practically nothing is known of the various commercial varieties, and, if business is to be developed, the first requirement is to give prospective importers an opportunity of becoming acquainted with the excellence of our grades and packs, and to convince them, by ocular evidence, that it is possible to deliver them in excellent condition.

Some realization of the situation will be brought home to our exporters, when it is stated that one wholesaler put forth the claim that, to render possible sales in Paris, a prime essential is that the apples should first be unpacked and gone over, carefully, for the removal of damaged fruit, the balance then to be sold by the kilogramme, and that several others selected for criticism the one point, for which Canadian box apple packers have won special praise in every important apple market in the word, viz. pack. It was alleged again and again, that Canadian boxed apples could not hope to compete with the "pommes de luxe," the luxury apples of the Paris market, because, in all cases within the experience of the speakers, imported boxed apples had been seriously marred by bruise marks. The fact appears to be

that boxed apples have very seldom been imported direct from transatlantic sources to France, and that the few that have reached Paris have been more or less out of condition lots, re-exported from England. In one instance that came to the attention of the Fruit Commissioner last year, this was certainly the case. A lot of Ontario boxed apples, irregular in size and colour, more or less out of condition, and altogether decidedly below the average boxed apple standard, were despatched from London to Paris, where they naturally produced an impression in accordance with their quality, and one that could not advance our future prospects for business on that market.

It must be realized, however, that the Paris market is essentially different from any on which Canadian boxed apples have hitherto been placed, in that, while in other countries there have usually been no home apples that could compete with Canadian, France has been to such a great extent self-supplying in the matter of apples, that, to meet the luxury demand, there has been developed a home supply of fruit, comparatively small in quantity, and so high-priced as to be open only to wealthy purchasers, but in connection with which extreme care has been taken to offer each apple in as perfect a condition as possible. The principal variety cared for in this manner is the Calville, a superb yellow apple, lasting till April, and placed on the market, without spot or blemish, in packages, wherein each apple is separated from its fellow by 2 inches of wood wool. This apple is produced in comparatively small quantities, in the near neighbourhood of Paris, in spite of which fact the above super-protection is resorted to. Naturally, the result is that it never shows a vestige of bruise marking, and it is probable that it is in comparison with apples cared for in this manner that the packing of transatlantic boxed apples is adversely criticized. The Calville sells at prices proportionate to the care bestowed upon it, retail prices varying from 1.50 to 2.50 each, or, at present rates of exchange, 12 cents to 21 cents apiece. As the apples must be large, say 112, to secure this price, this is equivalent to $13.44 to $23.52 a box.

False impressions must not be received from this statement of the high values paid for small quantities of a super-luxury apple. While Canadian exporters may have good reason for believing that at least the best of their Yellow Newtowns, for example, cannot be essentially inferior to the Calville, Paris consumers are unlikely to agree with them, and there does not appear to be any likelihood of any of our apples seriously competing for extreme values with the Paris favourite.

What does appear likely, however, is that, in a country where there seems to be no medium between the super-luxury apple sold singly at prices prohibitive to all but the wealthy, and apples of ordinary grade sold by the kilogramme, an opening may be developed for carefully graded, selected and standardized boxed apples of the type that have won recognition for superiority on every market where they have been sold. After the Calville, the apple in most repute in France is the Reinette du Canada, the Canadian Reinette, and this is particularly popular and sells at very high prices. This variety would not appeal to Canadians as of superior quality, and authorities on apples agree that it is excelled by many Canadian varieties. As it appears on the market, also, it is not subjected to any such rigid system of grading and selection as applies to our best apples, and those seen were far from being unblemished or of regular size and colouring. However, for supply in quantity, it is the apple most in demand in France, and the one with which Canadian boxed apples would have to compete. This season, as detailed above, the supply of Reinettes is short, and values are expected to reach the equivalent of $4.20 to $5 a box, in October and November (reckoning the box at 20 kg., and exchange at $11.75 to the $1), and as high as $7.60 per box in February. Even taking into consideration the natural preference of the market for an established over unknown varieties, it would appear that these figures offer an opportunity for doing business at Canadian values. The cost of inland and ocean freight from British Columbia cannot exceed $1.30 per box

(exact figures cannot be given as steamship companies in France are not in a position to quote freights) and the transportation costs from Ontario and Nova Scotia will be still lower.

Exporters of boxed apples are therefore recommended to forward quotations, without delay, to the firms indicated in Trade Inquiries Nos. 3421 and 3422, printed at end of this report. In the case of No. 3417, the request is for quotations on 10,000 boxes with a view to outright purchase, cash against documents. A price c.i.f. Havre, around 40 francs per box, is quite likely to prove satisfactory. C.i.f. prices, however, are essential, as f.o.b. prices convey no definite information to the importer. This firm is one of good standing, with whom relations are altogether likely to be satisfactory. The firm indicated in Trade Inquiry No. 3422, are very large buyers and distributors of French apples. They are also prepared for business on a cash basis.

Shipments on consignments for sale on shippers' account are not recommended this season, except in the somewhat unlikely event of exporters being in a position to ship carlots of Canadian Reinettes. If this is possible, shipments should certainly be on shippers' account, and the firms indicated in Trade Inquiries Nos. 3418 and 3424 are recommended.

Apart from cash sales direct to the inquiring firm, as above, exporters are recommended to do business through an agent on the basis suggested in Trade Inquiries Nos. 3423 and 3459. The agent receives cabled quotations c.i.f. Havre, places orders with reliable importers, cash against documents, securing binding contracts from them at the time the order is placed. He cables acceptance in the names of the actual consignees, who take delivery on payment at the bank in the usual way, the agent merely exercising a general supervision over the carrying out of the transaction. The agent's commission should be included in the quotations. The agent who solicits business in Trade Inquiry No. 3459 is a Canadian, and, it is believed, may be depended upon to display energy in placing business.

COLOUR, VARIETY AND SIZE PREFERENCES

The trade in general are quite unacquainted with our Canadian apple varieties, whether Eastern or Western. France has no high-class red varieties, so that the popular taste for these, as fancy apples, has not been developed. It is believed, however, that such varieties as Jonathans, McIntosh Red, King and Spitzenberg should meet with appreciation when introduced. The present favourites, however, are yellow apples, and apples of the Reinette or Russet class. Apart from the Reinette du Canada, already dealt with, the principal varieties given as finding favour are the Reinette du Mans, the Rochelle, Reinette du Boscoop, and the Reinette Grise, all apples of yellowish-green or Russet colouring. The Golden Russet and the Quebec Pomme Grise should be excellent for the Paris market. Cox's Orange should also prove popular, but, in view of the small supply of these in Canada, and the excellent demand at top prices on the English market, this variety is not recommended for export to France. There is no possibility of selling cooking apples in competition with home supplies.

There is a decided premium on large sizes, and the box sizes 112 to 138 are likely to bring the best prices. Nothing smaller than 175 should in any case, be sent forward.

CHANNELS OF DISTRIBUTION

Les Halles Centrales.—A large proportion of the apple distribution in Paris is done by the wholesale section of the Halles Centrales, the principal fruit market of the city, corresponding roughly to Covent Garden in London. This market is under municipal supervision, and the brokers are restricted by regulation to selling exclusively on commission, the usual rate being 10 per cent, though it may be possible, in some

cases, to secure a reduction to 8 per cent. Copies of all accounts must be filed with the municipal authorities, and it is possible therefore to secure verification of returns for the protection of the shipper. In the case of consignments, in the absence of local representation, the security offered by this system is of doubtful value. It is not recommended that Canadian exporters should make use of this channel of distribution.

Commission Merchants.—Apart from the tenants of stalls in the Halles, in the same neighbourhood, there are important wholesale firms, not necessarily restricted to commission selling, but nevertheless doing a great part of their business on that basis, and charging 10 per cent to 12 per cent. Unless the shipper is in possession of definite information as to market values, as in the case of Canada Reinettes discussed above, the shipment of apples on consignment to these firms is not recommended.

Direct Cash Buyers.—There is a limited number of large firms, who operate solely on a cash basis, and who may, from time to time, be in a position to purchase direct from the exporter.

Agents.—The system of taking orders on shippers' account on a c.i.f. basis has been fully explained above. It is believed that this offers the best opportunity for exporters to try out the market without risk. Such agents can interest many possible importers who would hesitate to undertake direct business, and offer a valuable medium for approaching the luxury trade.

PARIS THE CENTRE FOT DISTRIBUTION

Paris is the only centre for distribution that need be considered at present. Reasoning from the analogy of Liverpool, it might have been expected that Havre, the principal transatlantic port, might be of some importance in this connection, but transatlantic apples have been such a neligible factor in French apple supply, that no facilities for handling them have been developed, and Havre fruit merchants serve a purely local clientele.

SEASON FOR IMPORTED APPLES

The season for imported apples is from November till March. Home supplies make it difficult to do satisfactory business during October.

SHIPPING FACILITIES AND FREIGHT RATES

The Canada Steamship Lines have a more or less irregular service from Montreal to Havre, and the Canadian Pacific Ocean Services run twice a month between the same ports. The Compagnie Française Trans-Atlantique have an excellent service from New York, and there is some possibility of their putting on boats from Montreal. None of the companies mentioned had any information as to ocean rates, as these are all fixed in Montreal or New York, where inquiry should be made by intending exporters. It is altogether likely, however, that they will not differ greatly from the rates to English ports.

RULES

The duty—which, of course, on c.i.f. quotations, is paid by the importer—is 2.50 francs per 100 pounds.

COMMERCIAL EXHIBITION RECOMMENDED

The great requirement for developing business in Paris is to make known the excellence of variety, quality, grade and pack of Canadian apples, and it is suggested that there would be no better way of doing this than to arrange for a commercial display there. This might be held in connection with a Paris fruit exhibition, particulars of which are not yet to hand, but which is expected to take place in

November next, or it might perchance be best to hold it quite apart from any organized exhibition, and to carry it out entirely on commercial principles. In this case the display might be staged, say, in the neighbourhood of the Paris fruit market, interest in it could be worked up some days ahead by circular letters of invitation to view addressed to the trade, and also in the course of personal interviews with the more prominent members, and the Fruit Commissioner could be on hand to give all desired information, and to discuss commercial possibilities. It is felt that a great deal could be accomplished by the carrying out of such an interesting experiment.

The fact that the Imperial Fruit Show in London will bring a collection of some of the best apples produced in Canada, within a very short distance of Paris, seems to offer an exceptional opportunity of carrying out this suggestion this season, to the best advantage, with a minimum of expense. As the object would not be to attract the public, but purely to interest the trade, it would not be necessary to make use of any considerable quantity, and a representative selection of half a car from the best exhibits at the London Show would meet all requirements.

A possible extension of the idea might be to hold a similar commercial display of a portion of the same apples in Milan, Italy, carrying out the arrangements for interesting the trade in the same manner. Mr. W. McL. Clarke, the Canadian Trade Commissioner in Italy, reports that the situation in that country is similar to that in France. There is a good supply of home-grown apples of ordinary quality, but fancy apples are seldom seen, and it should be possible to place some of our best boxed apples on that market. Considerable interest was aroused among the trade by the exhibition of Canadian apples at Turin some time ago.

The above suggestions are commended to the serious attention of Canadian exporters.

General Apple Market Conditions in England

ENGLISH CROP PROSPECTS

The latest report on the English apple crop is that, notwithstanding the large quantities of aples that fell from the trees, the crop is everywhere a good one, though it will be lacking in size, from the effects of the drought. Pears are very light, and plums are practically a failure.

ENGLISH APPLE PRICES

English apples have been present on the market during the past month in large quantities, including considerable supplies of very inferior fruit, selling as low as 1s. to 5s. per bushel. Good cooking apples have sold at 5s. to 8s. per bushel, the latter for the popular variety, Bramley's Seeding. Special lots of cooking apples have sold as high as 10s. per bushel. Dessert apples have sold as follows:—Beauty of Bath 5s. to 10s. per half-bushel; Quarrenden 4s. to 10s. per half-bushel; Worcester Rearmain, 3s. 6d. to 9s. per half-bushel.

IMPERIAL FRUIT SHOW

Various concessions asked for by Canadian exhibitors in connection with the Imperial Fruit Show have been discussed with the committee in charge of arrangements, and, in every case, the desired concession was secured.

Re-packing.—Exhibitors desired the privilege of having their apples re-packed in England by packers sent over with their exhibits from Canada. This concession was strongly opposed by representatives of English growers, on the ground that the competition was between the actual exhibitor in Canada and in England, that 30

per cent of the points on the score-card are to be awarded for pack, and that it would therefore be unfair, if the unaided effort of the English exhibitor, handicapped by inexperience in box-packing, were to be set against the combined skill of the Canadian exhibitor, and of the expert travelling with the exhibits. It was pointed out, however, that the early date of the exhibition, rendering it necessary to pack, at least the British Columbia contribution to the overseas display, as early as September 28, and the fact that Canadian apples would have to travel 3,000 to 6,000 miles as compared with negligible distances for English apples, constituted insuperable handicaps that justified every possible concession. After considerable discussion, the point was conceded, and re-packing is to be allowed.

Unwrapping of the Two Top Layers.—The rules of the show provided that the two top layers of each box should be unwrapped. It was felt that unwrapped apples would not receive sufficient protection for transportation from Canada, and exhibitors asked that unwrapping be permitted after the arrival of the exhibits in England. It was submitted to the committee that, as it was a commercial pack that was to be judged, and, as all commercial packs came over with each apple wrapped in paper, the judging should be done before unwrapping, and the papers subsequently removed for exhibition purposes. The point, from the Canadian standpoint, of course, was that apples travelling without wrapping were unlikely to arrive in good condition, and, on the other hand, if packed so as to be tight with paper wrapping, they would certainly be slack, when the papers were removed. The reasonable procedure would be to judge them as packed, with paper protection. This solution was opposed by the representatives of the English growers, and finally a compromise was affected. It was agreed that the papers might be removed in London at any time before actual staging, and the judges who were present gave an assurance that no exhibitor should be penalized for any slackness of pack in the two top layers obviously due to what Canadians were bound to regard as an unreasonable regulation.

Protective Pad.—Exhibitors have asked whether a protective pad may be used on the top of apple boxes. There will be no objection to this, and, of course, any such pad will be removed before judging. Exhibitors will use their own judgment as to whether the use of such a pad will affect the perfection of the pack.

Definition of Dessert and Cooking Varieties.—An assurance was desired as to method of differentiating between dessert and cooking varieties to obviate the possibility of the disqualification of apples entered in the cooking class of the British Empire Section. After full discussion, it was decided that English apples are to be governed by the classification of the Royal Horticultural Society, and that, for Canadian apples, any variety described in *The Apples of New York* or *The Fruits of Ontario,* standard pomological works, by some such term as good, desirable, superior, first class, very good, excellent for dessert or cooking purposes, will be accepted by the judges in the class indicated. If one variety is supported by these authorities, as suitable for both dessert and cooking, it may be entered, if desired, in both classes, though, of course, there would be a difference in the size selected, as the cooking requirements are for larger sizes. As the question of cooking or dessert varieties does not enter into consideration in the Overseas Section, and each exhibitor can only make one cooking and one dessert entry in the British Empire Section, there should be no difficulty in making a choice that will be certain to be approved. There is a large class of varieties highly characterized for both purposes. These include: Wealthy, King, Golden Russet, Spy, Blenheim, Jonathan, Newtown, Spitzenberg, Gravenstein, Ribston, Wagner, etc. It will be a surprise to some intending exhibitors to find many varieties recommended for cooking, that one generally considered dessert varieties, and I think it would be a mistake to select as culinary entries, Wealthy, Golden Russet, Jonathan or Gravenstein, not only because the judges are likely to have them fixed in their minds as dessert varieties, but also on the score of size. King, Spy, Blenheim and Ribston are quite suitable for cooking, though also strongly

recommended for dessert. While all these varieties, however, are eligible in the cooking class, under the regulations, in view of the fact that King, Spy and Ribston are classed as dessert apples by the Royal Horticultural Society, it is recommended that these varieties be not selected by exhibitors for entries in the cooking class, if other varieties are available. For a similar reason, it would be preferable if Wagner were entered, if at all, as a cooking rather than a dessert variety. This, of course, will present no difficulty, as there are many varieties much superior to the Wagner for dessert purposes. Spitzenberg and Newtown, though usually considered dessert apples par excellence, are so highly characterized for cooking, Spitzenberg, "first class for all purposes" (*The Fruits of Ontario*), and "one of the best for cooking" (*Apples of New York*) and Newtown "first class for cooking" (*The Fruits of Ontario*) and "excellent for cooking" (*Apples of New York*), as fully to justify their selection for this class.

As most of the English varieties are unknown to Canadians, not much information can be given as to varieties with which they will have to compete. It may be mentioned, however, that, among dessert varieties, the Royal Horticultural Society lists: Blenheims (small fruits), Blue Pearmain, Beauty of Bath, Cox's Orange, King, Gravensteins, Northern Spy, Red Astrachan, Reinette du Canada, Snow, Ribston, Wealthy and Worcester Pearmain. Among cooking varieties are: Beauty of Kent, Blenheims (large fruits), Bietigheimer, Bismark, Bramley's Seedling, Emperor, Gloria Mundi, Lord Derby, Newtown Wonder, Ontario, Peasgood's Nonsuch, Twenty Ounce, Wagnor. The above include all varieties listed likely to be known to Canadians.

Size Recommendations.—It must be clearly understood that the size recommendations in the last report referred only to dessert varieties. For these, it is recommended that the sizes be from 138 to 175 for most varieties, and from 175 to 200 for small varieties such as Snow and Cox's Orange. For cooking varieties, larger sizes are required, say, 96 to 125. Varieties such as Alexander, Beitigheimer, or Wolf River, may be still larger, but extreme sizes are not desirable. It should be kept in mind that large sizes travel very badly, and are likely to lack colour, and that size scores only 10 per cent as compared with 30 per cent for colour and condition.

Entry Fees.—Some misapprehension seems to exist with regard to these. A separate fee of $4.50 is required for each of the two classes of the British Empire Section. A separate fee of $2.25 is required for each of the fourteen classes of the Overseas Section.

Substantial Prizes.—Canadian exhibitors should realize that, in addition to competing with English exhibitors in the two classes of the British Empire Section for prizes as follows: 1st, Gold Medal and £50 cash; 2nd, Silver Medal and £25 cash; 3rd, Bronze Medal and £10, £20 each will be awarded for the best Ontario, Nova Scotia and British Columbia exhibits in these classes.

In addition to having a chance to secure a £100 cup, in competition with English exhibitors, Canadian exhibitors in the Overseas Section are eligible for a prize of £25 for the highest aggregate of points made in the Overseas Section. To secure either this or the £100 cup, the largest possible number of entries is desirable. In addition, cash prizes of £10 each will be awarded to the best Ontario, Nova Scotia and British Columbia entrants in this section.

Packing Demonstration.—It has been arranged that box and barrel packing demonstrations shall take place during the show. Canadian packers who are selected to accompany Canadian exhibits will presumably take part in these demonstrations.

Trade Exhibits.—In addition to exhibits of apples, space may be taken, with benefit to the manufacturers concerned, for exhibits of commodities used in connection with the apple industry such as artificial manures, cider-making plant, labour-

saving appliances, boxes and baskets, spraying machines, horticultural implements, fencing, insecticides, etc. Space for exhibits of this class is available at 5s. per square foot. There is no limit to the length; depth and height are each 12 feet. Canadian manufacturers who contemplate doing business in any of these commodities in the United Kingdom, have a unique opportunity for advertisement. Space may be secured on application to Howard Chapman, Exhibition Department, *Daily Mail*, 130 Fleet Street, London.

Non-Competitive Stands.—The stands for all trade or non-competitive exhibits, whether of apples or of other commodities, must be erected at their own expense by the exhibitors.

Competitive Stands.—Stands for competitive displays are, of course, erected by the management, without expense to the exhibitor. Exhibitors have asked as to the arrangements for placing exhibits, and for their reception at the docks. The responsibility of the show management begins with the delivery of exhibits at the exhibition buildings, Crystal Palace. Presumably representatives of Canada, in charge of exhibits, will make all preliminary arrangements. A Reception Committee is empowered to refuse space for any entry that does not, in their opinion, attain a sufficiently high standard of merit. The Fruit Commissioner is a member of this Reception Committee, and exhibitors may feel assured that no exhibit will be rejected unless it is quite clear that it not only has no chance of winning a prize, but is such as to reflect no credit upon Canada.

Marking of Boxes.—Each box in the competitive classes must show the name of the variety, the net weight when packed, and have attached an identification label, and no objection will be taken to the use of boxes stencilled with the name of the shippers. It may be explained, however, that the staging will permit no display of the latter, so that there will be no object in using marked boxes with the idea of securing advertisement. The concession as to the permitted use of stencilled boxes was obtained purely as a matter of convenience to exhibitors. Paper brand labels should not be used.

Retail Apple Window Display Competition.—The *Daily Mail* announces that the Retail Apple Window Display Competition will be in the hands of the London and Home Counties Retail Fruiterers' and Florists' Association. All sections of the fruit trade are invited by the association to subscribe to a common fund to provide cash and trophy prizes of a substantial nature, and the prize money already subscribed amounts to £300, of which the *Daily Mail* have contributed 100 guineas.

APPLE ARRIVALS

A few New York apples have reached the Liverpool market making prices as follows: Maiden Blush, Alexander and Wealthy, mainly lacking in colour, barrels 30s. to 40s.; King's, fair colour, 49s.; Hubbardston, 40s.; Greenings, 27s. to 30s.; Baldwins, fair colour, 45s.; California Gravensteins, boxes 25s. English apples are plentiful, and these are largely green varieties. There is therefore a decided premium on colour, and green or immature coloured varieties, as will be noted in the case of the Greenings above, are heavily discounted. The Glasgow market, as is always the case early in the season, is paying much better prices. A few American apples sold on September 6 brought: King's, best, 80s.; others, 60s. to 70s.; Wealthy, 60s. to 70s.; Greenings, 50s.; California Gravensteins, boxes, 30s.

APPLE MARKET PROSPECTS

The long period of trade depression, culminating in the disastrous effects produced by the miners' strike, and the general prevalence of unemployment, have con-

siderably reduced the buying power of consumers in this country, and this will undoubtedly exercise an influence in the limitation of possible prices for apple imports, though this adverse effect upon the exporter will be partly counterbalanced by reduced freights. The English apple crop, though reduced by dropping on account of drought, will be fully average in quantity, though quality is likely to leave much to be desired. The outlook therefore may be considered fairly satisfactory, from the Canadian standpoint, for the best grades of apples, though prices will undoubtedly be lower than last year, and it will be advisable to reduce the quantity of Domestics and No. 3 coming forward as much as possible. The English apple situation will not appreciably effect the demand for box apples, and there should be a fair demand for these at satisfactory prices throughout the season.

CANADIAN PEARS

The failure of the English pear crop has created a strong demand for imported pears, and very good prices have been paid for those that have already come forward.

Over 1,400 half-boxes of Ontario Bartlett Pears ex ss. *Canada* have arrived in Liverpool, in excellent condition, selling as follows: No. 1, 15s. to 16s.; No. 2, 12s 6d. These pears had a gross weight of 25 pounds, for No. 1, and 24 pounds for No. 2, with tare 3½ to 4½ pounds, and were carried in refrigerator stowage at 37° to 40°. American barrel pears sold, on the same date, as follows: Keiffers, 45s. to 52s.; Clairgeau, best 79s., others 45s.

Some 2,476 Ontario Bartlett pears, in half-boxes, ex ss. *Saturnia,* all excellent in condition and quality, were sold in Glasgow on September 6 as follows: No. 1, 13s. to 14s.; No. 2 11s. to 12s. Fifty-nine half cases of plums, ex the same steamer, arrived in good condition, but were of poor quality. They sold at 10s. to 12s. One sample case of peaches had been pilfered and was in poor condition, selling for 10s.

These pears were consigned to three different importers, and difficulty arose in distinguishing those intended for each consignee, owing to the absence of shipping or counter marks. Shippers should realize that it is imperative, when shipping to different consignees at the same port by the same steamer, that each case should be marked with distinctive initials, either the initials of the consignees, as in this case, J. L. & S., S. J. & Co., T. & M., or some others mutually agreed upon.

CONTINENTAL MARKETS

Norway.—All restrictions on apple imports have been removed as from August 1. The Norwegian apple crop will be only 40 per cent of average. Adverse exchange will hamper importations. and, owing to trade depression, the buying power will be reduced, as compared with last year. While the preference is strong for boxed apples, the present situation, on account of the demand for low priced fruit, is favourable to business in barrel apples. Exporters are advised to forward quotations to some of the list of reliable agents furnished them, as the method of business prevailing, that of cash sales at importers' values, precludes risk. Importers estimate 120,000 to 144,000 boxes as total transatlantic imports last year. Nova Scotia Gravensteins and Ontario Baldwins are especially called for, also British Columbia Jonathans, Winesaps and Spitzenbergs.

Sweden.—The apple crop is a moderate one. Canadian Baldwins are called for, for November demand. The barrel demand is much greater in Sweden than in Norway or Denmark. One importer estimates that 25,000 boxes and 5,000 barrels of transatlantic apples were imported into Sweden last year. Boxed apple shippers should take steps at once to furnish agents with quotations for December shipments, for cash business.

Denmark.—Danish correspondents advise that on August 27 Tyrol apples sold at 37 to 104 kr., the bulk at 43 to 93 kr., per 100 kg.; i.e. at present rate of exchange $4.41 to $12.40 per barrel.

Holland.—Much fruit has fallen on account of the drought. The crop prospects, however, are generally favourable. The short crop in Tyrol and Switzerland, however, will affect the situation, and there will be a limited demand for Canadian boxed apples.

THE COTTON INDUSTRY IN CHINA

Trade Commissioner J. W. Ross

Shanghai, August 15, 1921.—The introduction of the modern method of cotton spinning into this country dates back to the year 1890, when a cotton mill later on known as the Heng Feng Mill, was first established in Shanghai under the auspices of the late Li Hung-Chang. During the following thirty years there has been a rapid progress in this branch of industry. The following table taken from a Chinese news agency shows the gradual increase in the number of cotton mills in this country within the past three decades:—

Year	Number of Mills	Number of Spindles
1891	2	65,000
1896	12	417,000
1902	17	565,252
1911	32	831,106
1916	41	1,145,136
1918	49	1,200,000
1921	63	1,747,312

COTTON IMPROVEMENT

The laying-out of cotton experimental stations in the provinces of China is proceeding. The station in Kiangsu covers an area of 480 mow (480 acres), and further expansion is expected in the autumn. At Chenchow, Honan, a piece of ground covering 230 mow (38 acres) is devoted to this purposes. Mr. Sun En-Ling, M.A., is to undertake an investigation later in the year in connection with the movement, and, if necessary, he will give demonstrations on modern cultivation and fertilization methods. In the northern province of Chili, ten experimental stations will also soon be in operation.

CHINA'S COTTON CONSUMPTION IN 1920

	No. of Mills	No. of Spindles	No. Bales Consumed
Shanghai	11	313,952	456,040
Tientsin	3	55,152	146,205
Wuchang	2	131,310	222.000
Wusih	3	60,632	110,000
Nantungchow	1	63,180	126,000
Chekiang	3	55,936	158,100
Honan	3	41,592	78,250
Not specified	9	135,180	285,390
Total	35	856,934	1,581,985 bales.

In addition to the above, there are 28 mills with 918,080 spindles in process of erection.

COTTON GOODS CHINA'S CHIEF IMPORT

The importance of the cotton growing and spinning industry in China can be understood when it is borne in mind that cotton cloth and cotton yarn are this country's greatest items of imports, representing 30 per cent of the total import trade of the country in any one year, and constituting 65 per cent of Great Britain's

total exports to China. This country is already the third cotton growing country in the world in the number of bales annually produced, and as cotton is such an important commodity to the nation, the Government as well as many native capitalists are paying much attention to the further development of this product.

The great essential in the growing of cotton in any country is cheap labour, and this China possesses in abundance.

The plant can also be profitably cultivated in ten of the eighteen provinces of the country. These important advantages must go a long way towards placing China, in the years to come, in an enviable position in respect to the cotton industry of the world.

COTTON INDUSTRY IN NINGPO

The following notes furnished by the Commissioner of Chinese Customs at Ningpo in his report for 1920, will give an idea of the favourable position of the cotton spinning industry in China, and will also show the scale of wages paid to operatives, which are but a fraction of those paid in foreign countries. The figures given are in Mexican cents which have a value of only half of that of Canadian cents.

The profits of the Ho Feng Cotton Spinning Factory again surpass $1,000,000. To those who bestow thought on the progress of textile industries in China, the following particulars regarding this concern may be of interest. The company was started in 1904 with a paid-up capital of $600,000, divided into 6,000 shares of $100 each. The capital was increased to $900,000 in 1916. The factory occupies about 30 acres of land on the Kiangtung side of the river, opposite the custom house. For the past two years it has been running day and night, with scarcely any intermission. The number of hands employed is 2,500, and the following is the wages table per day:—

		Minimum	Maximum
Skilled labour (e.g. Foremen) . . . . Mex. $	Men	0 35	Mex. $ 0 60
	Women	0 30	0 50
Ordinary labour—			
Men		0 30	0 50
Women		0 20	0 30
Boys (aged about 15 years)		0 20	0 30
Girls " "		0 10	0 20
Small boys (aged about 10 years)		0 10	0 20
Small girls " "		0 07	0 10

The working hours are about from 5.30 a.m. to 5.30 p.m. and from 5.30 p.m. to 5.30 a.m. respectively. No meals are supplied by the factory. Most of the cotton used is produced locally, and the factory is able to run out about 7,000 piculs monthly of coarse yarn, chiefly No. 10. It will be seen that the company is in an exceptionally favourable position. With the raw product at their doors, an abundant and absurdly cheap labour supply to draw on, and no vexatious factory laws to observe, it is not surprising that their annual profits should have exceeded their total capital on at least three occasions. Mention has been made above of the hand-weaving factories at Chinhai. These are the Kung Yi Cloth-weaving Companies. The former concern has been in operation for more than ten years; the latter was established in 1916. They each started with a capital of $30,000 and are equipped with 250 and 200 wooden hand-looms respectively, besides a certain number of old style spinning wheels for winding yarn. The two undertakings together employ about 600 hands, chiefly women and children, who work from dawn to dark and are paid by results. On a normal day a woman can weave a piece of cloth 20 feet long and 2 feet wide, earning thereby 160 cash, which is equivalent to nearly $0.12; whilst a child can wind 100 spindles of yarn, for which she will be paid 100 cash, or $0.07. Both of these companies are reported to have made considerable profits during the past few years.

FLOUR TRADE OF LIVERPOOL AND MANCHESTER

Trade Commissioner J. E. Ray

Manchester, Sept. 12, 1921.—*Imports.*—The imports of flour through the ports of Liverpool and Manchester during the last four years were as follows:—

	1917	1918	1919	1920
		(Sacks of 280 lbs.)		
Liverpool	1,304,000	3,458,000	669,000	669,000
Manchester	227,000	843,000	419,000	114,000

The Manchester imports include those received via Ellesmere Port, Partington, Runcorn and Warrington.

In official statistics, the quantities emanating from various foreign countries and Dominions are not quoted. It is obvious, however, from a study of the statistics relating to the entire imports of the United Kingdom, that the chief countries of origin in order of quantities received are: the United States, Canada and Australia.

Survey of the Market.—The district is supplied with foreign, Dominion and domestic flour, but not all areas are uniform in their requirements. The kinds of flour used vary considerably in the numerous cities and towns of the north of England. Speaking generally, there is a preference for United States and Canadian spring wheat flour, especially Manitoba hard, which gives strength to other grades. On the other hand, there are areas that prefer Australian flour because of its colour, to which strength is subordinate. Naturally, price plays an important part in the buyers' selection of qualities, etc. It is learned that no competitors enjoy any special advantage over Canadian exporters.

A big trade is done in Kansas flour, but it takes a long time for it to reach the English market, and importers do not like to buy forward—an almost necessary condition associated with lengthy transit.

Domestic mills.—The estimated capacity of the mills in Lancashire and Cheshire is 10,299,700 sacks, the quantity manufactured being 7,450,147, and the quantity used in the two counties 4,879,019 sacks. The English flour mills produce from four to six grades: 1st patents, 2nd patents, and a "straight run" (bakers' flour) being the main three.

Criticism of Canadian Flour.—The writer has been unable to trace any criticism of Canadian flour that is other than highly complimentary.

Use of Flour.—Although certain quantities of flour are used by householders, especially in rural areas, the great bulk of it is used by hand and steam bakeries.

Duty and Charges.—There is no duty imposed upon flour entering the United Kingdom; but there are, of course, the usual port charges, which more concern the importer than the exporter.

Size of Containers.—Flour is purchased in bags containing 140 pounds (two to a sack). At present, buyers prefer cotton bags because they can, after use, sell them at a better price than is procurable for jute bags.

Quotations.—Quotations should be in sterling, and on a c.i.f. basis.

Terms of Payment.—Terms of payment are invariably seven days' sight draft.

Current Prices.—The current price of flour is approximately 61s. 6d. ($14.97) ex quay or store.

Storage Accommodation.—At Liverpool, Ellesmere Port and Manchester, there exist ample warehousing facilities, capable of accommodating all the flour that is likely to be stored from time to time. Storing, the writer is informed, is a rather costly business at many English ports; consequently importers make a point of selling *ex* ship as much as possible.

It may not be irrelevant to state here that the combined capacity of the two grain elevators on the Manchester Ship Canal is 80,000 tons, or 3,000,000 bushels, the bins numbering 609.

MARKET FOR BOOTS AND SHOES IN SOUTH AFRICA

TRADE COMMISSIONER W. J. EGAN

Cape Town, August 26, 1921.—South Africa is a big importer of boots and shoes, and although at the present moment, and up to the end of December this year, there is a prohibition of import on this article, except under permit, the fact remains that this measure can only be temporary. But in anticipation of future imports—which are, however, likely to be hampered with an increased customs duty—a few facts in reference to this line of import are submitted, so as to assist any Canadian endeavour to secure a share of the future trade.

The average annual quantity of import in children's, women's, and men's boots and shoes was well over four million pairs, and in the year 1913—which up to then was the banner year of trade in South Africa—the total imports were 5,014,631 pairs, valued at $9,980,000. The division of quantity was: children's, 1,299,912 pairs; women's, 1,694,743 pairs; and men's, 2,019,976 pairs.

The above figures do not cover importation of Plimsols (gymnasium shoes) or slippers.

The total imports last year were 3,760,570 pairs, which includes men's, women's, and children's. Last year imports were 1,254,054 pairs less than in 1913, and covers almost to a point the increased production within the Union over the pre-war years.

During the war years South Africa made great progress in boot and shoe manufacturing. There are 110 plants, with about 3,000 employees, who receive in salaries and wages about $800,000 per annum, and who purchase goods to a value of almost $5,000,000.

All of the above is undoubtedly a strong factor for a continued lower import than before the war. Nevertheless there will always be a large import; and although the war conditions were helpful to many other sources of supply than the United Kingdom, it may be taken for granted that, on the whole, the competition to meet on future import into the Union of South Africa will be that of the English manufacturer, who pre-war held fully 90 per cent of the total trade.

CHILDREN'S BOOTS AND SHOES

The principal sources of supply in this importation are the United Kingdom, United States of America, Australia, and Switzerland. Pre-war imports from Australia were very small, and Germany shipped an annual average of 9,000 pairs, and Austria-Hungary 7,000 pairs annually.

INFANTS' WEAR

In infants' wear, the demand is in sizes 2 to 6 shoes, white, black, tan or dark brown, with instep bar strap and ankle strap; there is also a sale for these shoes in patent leather. There is a small demand for lace Oxford style in infants' shoes.

The demand is for the top piece heel with a very small demand for the sole round, or no heel shoe. There is a good demand in the larger sizes for the spring heel. In sizes 4 to 6 there is a fair demand for the machine-sewn shoe; this is sold in very limited quantities in sizes 2 to 3, as it makes a heavy shoe for infants' wear.

In boots there is quite a nice trade, chiefly in sizes 4 to 6, in whites, black and tans, laced and buttoned. The spring, or tennis heel, is very much in demand in these goods.

GIRLS' SHOES

For girls' wear in sizes 7 to 10 and 11 to 1, there are a great variety of lines imported in glace kid and box calf leathers, also patent leathers. The bulk of the import is in black leathers, some enamelled leather, and a good trade in tan glace kid

and tan willow calf in instep strap, (lace or oxford). In these goods the seated or spring heels, or what is really known as the tennis heel, are in big demand. The demand is very good for the pump sole with lift and top-piece heel.

GIRLS' BOOTS

There is a very big trade done in girls' boots, sizes 7 to 10 and 11 to 1, and the variety is great in glace kid, blacks and tans, box calf, tan calf or willow calf, glace with patent leather cap as well as no cap; the latter plain toe sells well in the high leg style. The big demand is for the low leg top, just over the ankle. There is also a good sale for the white buckskin, the bulk of which are Balmoral (Bals, or lace), and a good trade is also done in these in the buttoned boot. The ordinary leather heel is sold most, but the spring heel is in evidence on the higher grades. The girls' boot department is usually one of the largest, as many of their heavier styles are sold as finer grade goods for boys.

BOYS' BOOTS

The boys' boot departments in this country stock almost the same class of boots as men's. In boys' sizes, 7 to 10 and 11 to 1, as well as 2 to 5. There is some stocking of a real boy's boot, stout sole and wide fitting toe cap. They are almost all made with loop at back and with hooks at top front for laces.

In the regular stock or mend styles, in boy's sizes, they are imported in box calf, with cap of same leather, glace kid, with self cap, also glace kid in patent cap; willow calf in self cap only, also tan glace kid leather. There is a limited trade in boys' boots with spring or seated heel, and these in smaller range of sizes 7 to 10 and 11 to 1.

MAIDS' SHOES

The trade here advise that this is a growing import, as well of course as a specialized section of the women's department. The demand is for something different to a woman's shoe for a girl growing beyond say size 1. The tendency is for something on hygienic lines, round toe, flat heel—that is, a smart medium heel, about 1-inch high, is required.

There is a big trade in this range in box calf, with self cap, also with patent leather cap and glace kid are stocked in the same way. There is a trade in a boot and shoe of this kind called plain toe, that is a boot without cap.

LADIES' WALKING SHOES

This is a range on which a large import trade can be done with the right styles and values. The sizes stocked are 2 to 7, with a very limited stocking of size 2. The variety in styles are in the hundreds. The big import is on laced shoes, Oxford, Gibson and Derby styles, with ordinary leather heel. There are good stocks carried in the Cuban and some Louis Cuban heel. There is also a very large business done in pump sole shoes, principally in bar and strap, in glace kid and patent leathers, also in suede. Another style in big demand is a machine sewn and welted shoe.

LADIES' EVENING SHOES

This is a large import line, and a great range of patterns are always in evidence. Fancy leathers and combination leathers; the heels are either semi-Cuban or Louis, and very often made of wood. These goods are also stocked in black glace kid and patent leathers, both court and straps and fancy steel and other ornaments. Brocade silk tops and satin tops are stocked. There is also an import of various colours in suede, leather, ankle strap bar and fancy cross strap. Dainty shoes are worn in a very general way for street wear.

LADIES' CANVAS SHOES

There is a large trade in white canvas goods, both in pump and machine soles. A small trade is done in the welted goods, but the greater part of the welted trade is in buckskin shoes, with a limited trade in boots.

MEN'S BOOTS AND SHOES

Men's boots and shoes are sold in various styles of toes, but the greater portion of the trade is in Balmorals (Bals) and Derbys. Extremes in toes will not sell in quantity in South Africa. Easy fittings in all grades are essential, and the round toe is the big import. A medium sole is the best seller. Light soles, strange to say, sell very well, and there is a fair amount of stocking in the heavy soles. The black leather goods in box calf are with caps of the same leather, and in glace kid there is a good import with patent caps but a big sale in self cap. In tan willow calf leather both Bal. and Derby, there is almost as big a trade as in black leathers; these are with medium and stout soles. There is some in tan glace leather. Tan in this country means brown.

In shoes there is a growing demand for a good brogue shoe, in tan principally.

MEN'S TENNIS GOODS

There is a large sale almost the year round on boys' and men's canvas and buckskin boots and shoes. The canvas shoe with a strong upper and a good wearing composition sole would soon find a big market in this country. Price, of course, would have to be a consideration, as English manufacturers are turning out a good canvas upper with a fairly satisfactory wearing rubber sole. The South African trade demands in value something like the better middle class trade of England, but it must be of a finer appearance.

One question often asked by the trade is, Will the Canadian manufacturers give us the deep English channel instead of the light American channel?

One essential point to remember is in reference to fittings, unless they are 4 to 5 for ladies and in some cases 5 to 6 for men, there is then no chance of building up a trade with the Union.

Representation is the only sure way of securing and holding a trade, and this office will be glad to help in every way possible to secure the right kind of representative for any Canadian manufacturer seeking an export field in South Africa.

If samples are forwarded to this office for inspection by prospective agents, a draft should be forwarded to cover customs duty and landing charges. The selling price must include the commission allowed to the agent.

INVOICE REQUIREMENTS FOR CZECHO-SLOVAKIA

With reference to the announcement in *Weekly Bulletin* No. 908, June 27, 1921, page 1021, regarding the invoice requirements of Czecho-Slovakia, further information on this matter has been received from the office of the Commercial Secretary, British Legation in Prague. The letter from the Commercial Secretary's office is as follows:—"In the case of shipment of goods from Canada to Czecho-Slovakia, I beg to inform you that the only documents necessary for customs purposes are the invoice in duplicate and the import license. The latter must be obtained from the Department for Foreign Trade, Prague, by the importer of the goods. For your information I would add that it is not advisable for Canadian exporters to ship goods to Czecho-Slovakia without first obtaining definite proof that an import license has been granted, as otherwise they run the risk of having the goods left on their hands."

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

VII

Wood and Wood Products

OAK

The oak imports into South Africa during 1920 totalled 426,316 cubic feet, three-fourths of which was shipped from the United States, the total being 333,173 cubic feet. Amongst smaller sources of supply, Japan led with 66,482 cubic feet. The United Kingdom secured 12,172 cubic feet, and Canada 7,642 cubic feet, the largest shipment yet recorded from the Dominion, while Japan's 1920 total is only one-half of that recorded for 1917 and 1918. Russia and China, which were formerly responsible for shipments of oak, have not entered the market during the past three years.

PINE

While less than the 1913 total, the quantity imported during 1920, namely, 8,507,181 cubic feet, may be considered an average year's supply. For many years past the largest shipment under this heading was received from Sweden, their quantity being 3,836,912 feet. The United States made a distinct advance on her shipments since 1914, and is credited last year with 2,172,836 feet. Finland, which only came into the market for the first time in 1919, supplied a total of 1,414,575 feet last year. The next best share of this trade was enjoyed by Canada, with 635,775 feet. While this quantity is actually much less than that imported in 1911, 1915 and 1917, the value is considerably higher than either of these years. Norway shipped during 1920, 443,328 feet, a quantity less than one-fourth of the pre-war average from this source.

SPRUCE

This item, which was only made a separate customs entry last year, shows a total of 535,185 cubic feet imported into the Union during 1920, the amount being divided between Canada and the United States in the following proportions—Canada 522,741 feet, the United States 12,444 feet.

MANUFACTURED LUMBER—N.O.D.

The total quantity imported under this heading last year, namely, 201,763 feet, was divided between many sources of supply, the chief of which were as follows: Finland, 46,483 feet; Portuguese East Africa, 40,836 feet; United States, 29,943 feet; Australia, 26,702 feet; Madagascar, 22,939 feet. Supplies being received from Japan, Sweden, Canada and Norway. Canada's total of 7,143 feet works out at over $2 per cubic foot.

FLOORING AND CEILING

A total of 2,176,946 cubic feet imported under this heading last year was practically divided between the Scandinavian sources of supply, the quantities being: Sweden, 1,769,867 feet; Norway, 252,873 feet; Finland, 119,217 feet. Canada comes next in order with 22,122 feet, an increase over the 1919 total and practically reaching the pre-war average. Smaller shipments were made by the United States, Australia and the United Kingdom, in the order named.

WOOD PLANED AND GROOVED

The quantity imported under this heading during 1920 was 155,303 cubic feet, which falls short of the pre-war average yearly import by nearly 100,000 feet. Canada

made a distinct advance in quantity over the yearly figures since 1914, the total being 58,694 feet. This was followed by the United States with 54,908 feet, also an advance on the figures of the past few years. Sweden secured third place with 38,440 feet, its best total since 1913. The United Kingdom made a small shipment, totalling 3,200 feet.

3-PLY PANELLING

A big demand was made for 3-ply panelling last year, $138,960 worth being imported. The leading source of supply was Poland, with Russia in second place. The United Kingdom, United States, Canada, Japan and Holland, followed in the order named. Canada's figures for 1920 were lately more than half the 1919 total.

WINDOWS AND DOORS

The total under this heading last year was more than double in value that of any previous year's shipments. The larger portion of the trade was secured by Sweden, followed by the United States, the latter securing three-eighths of the total. Canada's figures reached $56,940, a total very much in advance of any previous year. The United Kingdom also shared in the trade, although not to the extent of pre-war years.

BOX SHOOKS

An extension in South African export trade in fruit, and other products, during 1920, brought a very large increase in the value of box-shooks imported, which reached $1,001,675. Sweden continues to secure the bulk of this business, receiving nearly nine-tenths of the trade last year. The United Kingdom, followed by Norway and the United States, was responsible for the balance. No shipments are recorded from Canada during 1920.

There is a big production of box-shooks within the Union, and a great portion of this is manufactured from Canadian spruce. If Canadian box-shook manufacturers are organized in any way along the lines of the Baltic exporting manufacturers, there is no reason why Canada should not secure a very big trade. In the standard orange box alone, it is confidently asserted by the trade, that the annual requirements will not be less than a million boxes, and there are many other standard sizes used in the country, which would run into the hundreds of thousands. It may be said here, however, that no matter how up-to-date the Canadian plant may be, no matter how plentiful the supply of raw material, unless the ocean freight rates are arranged to compete with Baltic ocean freight rates, then the Canadian manufacturer cannot secure and hold the market. This applies to lumber as well. The Baltic ship owners are keen on carrying lumber and its manufacturers, while, on the other hand, there seems to be a tendency to carry only limited quantities from Eastern Canada.

WOOD CASKS AND STAVES

Nearly $200,000 worth of wooden casks were imported during 1920, the chief source of supply being the United States, followed by the United Kingdom, with small shipments from France and Portugal; while the total quantity of staves imported did not reach the pre-war average, the quantity—namely, 334,457—was an increase over the annual import for the previous three years. The United States continues to be the chief source of supply, practically the only competition coming from Canada, which shipped last year 20,151. Trade inquiries for staves have recently gone forward from this office to Canada, and if manufacturers open to export, but who have not yet attempted to enter the South African market, will consider doing so, there is no doubt that a larger portion of the business under this heading could be secured.

WOOD HANDLES

A largely increased total over previous years is recorded for wood handles, the value being $285,780. The largest proportion of this amount was secured by the United States, with the United Kingdom in second place, and Canada as a third competitor, the Dominion's total being $21,115. Inquiries are constantly going forward for further sources of supply for wood handles, and a much larger total is possible if further factories will become interested.

MANUFACTURED WOOD N.O.D.

Manufactured wood to a total value of $739,150 was imported last year, and it is pleasing to note that Canada for the first time secured the larger share of this total, the United States and United Kingdom, in second and third place, both securing increased business, while Sweden made a big advance over any of her previous totals. Smaller amounts are registered against Germany, Australia, Japan, France, and Norway.

WOOD WOOL

The total import under this heading, which reached a value of nearly $40,000 last year, was divided between Sweden and the United Kingdom, the former securing nearly three-fourths of the trade. A sample shipment, value $100, was shipped from Canada.

BOATS

Fifty-six boats were imported for a value of $6,300, thirty-nine coming from the United States and seventeen from the United Kingdom. Owing to the absence of navigable rivers and the presence of heavy surface at most of the coast resorts, there is very little market for lighter craft in South Africa.

Paper, etc.

MILLBOARD

In cardboard, pasteboard, strawboard, etc., a value of over $800,000 is recorded for imports in 1920, the chief source of supply being Sweden, followed by the United Kingdom, Holland, and the United States, in the order named. Canada is credited with $78,130 under this heading, which, however, is scarcely one-half the value of shipments from the Dominion. During 1919, Norway and Finland were responsible for shipments in smaller proportion.

CARDBOARD BOXES

To a value of over half a million dollars, the importations last year of cardboard boxes were chiefly from the United Kingdom, which secured four-fifths of the trade, and the United States, with nearly one-fifth, the balance being divided between Holland and Australia, with a small shipment from Canada.

PAPER BAGS

The value of this import last year reached $838,640, or nearly twice as much as any previous year's total. The United Kingdom continues to be the chief source of supply, followed by the United States. Canada last year secured her best total since entering this trade, and which amounted to $30,880. Small shipments are recorded from Sweden, Holland, and Japan.

NEWSPRINT ON REELS

Of a total of 81,709 cwt. supplied during the year, Canada shipped 34,764 cwt., Sweden 23,933 cwt., and Norway 14,539 cwt., the remainder being divided between

Holland, the United Kingdom, United States, and Finland. Competition from the Baltic has been at such a price that many of the South African importers who prefer to purchase from Canada have been compelled to place a big share of their requirements with other sources of supply than Canada. Fortunately, the difficulties have at last been overcome, and most of the requirements for the balance of this year will be placed with Canada, much to the credit of the South African users, who have helped in every way to advise, without prejudice, the actual position to the Canadian manufacturers. Ocean freight rates plays a big part in this article of import, and the shipping company must be given credit for doing their share to hold the trade for Canada.

NEWSPRINT, FLAT

Some 6,665 cwt. of flat newsprint were imported during the year, the chief source of supply being the United States, with 3,080 cwt., followed by the United Kingdom with 1,845 cwt., and Canada with 1,003 cwt. Norway, Sweden, Holland, and Belgium shipped in smaller quantities.

PRINTING PAPER N.O.D.

During 1920 a total quantity of 205,723 cwt. was imported under this heading, the leading country of supply so far as quantity is concerned being Canada, with 80,704 cwt. In value, however, the United Kingdom led with 71,416 cwt. The United States, Norway, and Sweden came next in priority, the first mentioned securing a decrease and the last mentioned a substantial increase on the previous year's figures. Belgium and Holland are responsible for the balance of the amount.

WRAPPING PAPER

Of a total of 69,984 cwt. imported under this heading, the United Kingdom leads with 24,047 cwt., Canada securing second place with 20,076 cwt., but while the United Kingdom figures are very much in advance of its 1919 total, the Dominion total is only about one-half of the previous year's figures. Sweden, the United States, Norway and Holland, divided the remainder of the quantity. As with printing paper, the Baltic is cutting the price to the lowest possible point, and ocean freight rates from the Baltic are of great help to them.

PAPER MANUFACTURES N.O.D.

The value of imports under this heading reached $312,635, half of which was shipped from the United Kingdom, and a quarter from the United States. Canada shared in the trade to a value of $10,675, the balance being divided between Japan, Norway, Sweden and France.

WALLPAPER

A very much larger import is recorded under this heading in 1920 than in any previous year. The chief source of supply remains the United Kingdom, followed by Canada which last year increased the total value of its shipments 50 per cent over the previous year and 500 per cent over any former year's figures. Up to date samples, steadfastness and representation, are the reasons for these results. Small consignments are recorded from Belgium, Germany and the United States. The total imports are to a value of $448,325, the United Kingdom shipping $392,000 and Canada $48,750. It is hoped that the United Kingdom's combine representation will not resort to the same tactics against Canadian wallpaper, which they did in late 1919 and early 1920.

PRINTED BOOKS

The import under this heading for 1920 is well over $2,000,000. The United Kingdom is responsible for nearly the whole of the amount, Holland and the United States securing smaller, but a substantial share of the business. Germany, India

and Australia are credited with a minor share of the trade. A value of $250 is given to Canada under this heading, the import totals of which have varied from $15 to $1,500 during the past few years, but never more than the latter amount.

STATIONERY AND BOOKS N.O.D.

This item has grown from $567,000 in 1919 to $2,588,530 last year. The United Kingdom is by far the biggest source of supply, followed by the United States, which secured last year one-sixth of the trade. Canada, Germany and Holland divided the larger proportion of the balance, the Dominion's figure being $31,370.

PRINTED MATTER N.O.D.

The import under this heading is controlled almost solely by United Kingdom manufacturers, although an item of $151,600 is credited to the United States. Amongst the smaller sources of supply, Canada secured a total value of $5,660, the value of the year's import being $1,620,400.

BOOKBINDING CLOTH

Of $81,200 credited to this item last year, $5,150 is recorded against the United States, the balance of the trade being in the hands of the United Kingdom shippers.

On material for printers and bookbinders, an import of $151,570 is given, the larger share of the amount being credited to the United Kingdom, with United States in second place with a much smaller total. Germany, Canada, Holland and Japan shared in the trade in a much smaller way, in the order named.

PRINTER'S INK

The United Kingdom controls the bulk of the business under this heading, a small share falling to the United States, while Germany and Canada are credited with lesser totals, that of the Dominion last year being $1,050. The year's total value of imports amounted to $141,660.

TYPEWRITERS

Typewriters were imported last year to the number of 5,520,—a number very much in advance in any previous year's total; 5,329 were shipped from the United States and 150 from the United Kingdom. Canada, which for the past ten years has recorded small shipments under this heading, did not share in the trade last year. In typewriter accessories, the import of which last year reached a total value of $57,740, the same ratio as to sources of supply holds good.

WOODEN BEDSTEADS

The importation of wooden bedsteads last year increased very largely over the previous year's total, a value of $63,400 being shipped. The United States secured the larger share of this trade and the United Kingdom the balance, with the exception of small shipments from Holland and Canada. The Dominion figured in the trade for the first time since 1917.

FURNITURE—SCHOOL AND CHURCH

Of a total value of $55,250 recorded under this heading, four-fifths of the supply came from the United Kingdom, a small share of the trade being given to the United States and France. Canada is credited with $870 under this item. Business from the Dominion has been very intermittent in recent years.

In general imports, the pre-war totals of 1910-1913, were slightly increased during 1920, a value of $1,649,850 being recorded. United Kingdom exporters secured 50 per cent of the trade and the United States one-fourth, Canada achieving third place with a total value of $180,030, by far the biggest total reached by Dominion lines of import, while Germany again came into the market in a small way. Smaller shippers as yet. China and Japan are recorded with substantial figures for certain shipments are recorded from Sweden, Holland and France.

AUSTRALIAN CATALOGUE DUTY

The Office Commissioner of Australia, in New York, makes the following announcement: "Some exporters who trade with Australia are not aware that catalogues and other printed advertising matter are dutiable under the Australian tariff at an ad valorem rate of 45 per cent, if the duty at that rate is higher than the duty at the specific rate of 10d. a pound. The Australian commissioner announces that such is the case, the tariff specifying that the duty on catalogues, price lists and other printed advertising matter shall be 10d. a pound or 45 per cent 'whichever rate returns the higher duty.'"

AUSTRALIAN COMMONWEALTH TRADE RETURNS, 1920-21

Trade Commissioner D. H. Ross

Melbourne, August 9, 1921.—The preliminary trade returns (subject to revision) of the oversea trade of Australia for the fiscal year ended on June 30, 1921—in comparison with the previous year—show the extraordinary increase of no less than £64,359,212 in the value of the imports, and a decrease of £17,898,391 in the value of the exports.

The total trade of the Commonwealth is shown thus:—

1919-20	1920-21	Increase
£248,797,801	£295,258,620	£46,460,819

The following is a comparison for the past two fiscal years:—

	1919-20	1920-21	+Increase −Decrease
Imports	£ 98,974,292	£163,333,504	+ £64,359,212
Exports	149,823,509	131,925,118	− £17,898,391

The imports for June, 1921, were nearly £3,500,000 less than the same month in 1920, and, for some time to come, the values are likely to show a marked contraction during the existing period of reconstruction and readjustment.

COMMONWEALTH OVERSEA TRADE IN RECENT YEARS

To illustrate the fluctuations in Australian trade in recent fiscal years (July to June), the following comparative return showing increases or decreases of exports over imports is submitted:—

	Total Imports	Total Exports	+Increase −Decrease
1911-12	£ 73,124,989	£ 81,586,546	+ 8,461,557
1912-13	77,531,489	75,765,546	− 1,765,943
1913-14	82,417,907	84,827,496	+ 2,409,589
1914-15	64,431,837	60,592,576	− 3,839,261
1915-16	x 76,708,159	x 64,164,115	−12,544,044
1916-17	x 75,463,568	x 86,020,439	+10,556,871
1917-18	x 60,428,813	x 75,142,591	+14,713,778
1918-19	102,335,159	113,963,976	+11,628,817
1919-20	98,974,292	149,823,509	+50,849,212
1920-21	163,333,504	131,925,118	−31,408,386

(x Excluding gold specie and bullion).

TRADE OF CANADA AND AUSTRALIA COMPARED

A comparison of the trade of Australia with that of the Dominion during the past two fiscal years is submitted in the subjoined schedule:—

	Imports	Exports	Total trade
1919-20, Canada	$1,064,528,123	1,286,658,709	2,351,186,832
1919-20, Australia	473,640,529	722,023,581	1,195,664,110
1920-21, Canada	1,240,158,882	1,210,428,119	2,450,587,001
1920-21, Australia	793,800,829	641,156,073	1,434,956,902

(Australian figures converted at the rate of $4.86 to the £).

IMPORTS OF PRINCIPAL LINES OF MERCHANDISE *

The imports of leading lines of goods and products in the fiscal years 1919-20 and 1920-21, showing increases and decreases, are tabulated for ready reference as follows:—

	1919-20	1920-21	+Increase −Decrease	
	£	£		£
Agricultural implements	437,733	918,504	+	480,771
Ale and beer	119,742	156,756	−	37,014
Animal foodstuffs, n.e.i.	28,771	39,155	+	10,384
Animals, live	117,519	75,532	−	41,987
Apparel	4,641,539	8,345,000	+	3,703,461
Bags and sacks (grain, wool, etc)	1,927,773	5,219,396	+	3,291,623
Bark, tanning	33,733	20,002	−	13,731
Boots and shoes	237,542	316,565	+	79,023
Brushware	190,378	351,434	+	161,056
Calcium carbide	121,130	34,544	−	86,586
Caramel and cocoa butter	76,125	98,805	+	22,680
Cement, Portland	36,295	205,618	+	169,323
Cocoa and chocolate	749,138	408,172	−	340,966
Coffee and Chicory	146,313	96,101	−	50,212
Confectionery	14,364	76,727	+	62,363
Copra	1,117,996	1,182,050	+	64,054
Cordage and twines (not metal)	221,229	287,539	+	66,310
Drugs and chemicals	2,669,816	4,264,093	+	1,594,277
Earthenware, china, etc.	561,400	1,180,985	+	619,585
Electrical and gas appliances	645,143	1,298,650	+	653,507
Electrical cable and wire	631,212	1,233,279	+	602,067
Fancy goods	816,991	1,142,015	+	325,024
Fertilizers	552,499	934,777	+	382,278
Films, cinematograph	236,494	234,821	−	1,673
Fish, canned	989,742	649,620	−	340,122
Fish, other	176,286	200,607	+	24,321
Flax, hemp, etc.	950,895	971,030	+	20,135
Fruits, dried	234,811	168,072	−	66,739
Fruits, fresh, bananas, etc.	95,560	130,471	+	34,911
Gelatine and glue	29,371	24,942	−	4,429
Glass and glassware	641,990	1,767,056	+	1,125,066
Gold and silver	60,149	25,809	−	34,340
Grain and pulse, rice, etc.	1,023,575	451,017	−	572,558
Hops	20,185	235,232	+	215,047
Iron and steel:—				
Bar, rod, hoop, etc.	731,940	1,181,644	+	449,704
Pig and scrap	33,666	31,623	−	2,043
Girders, beams, etc.	203,259	287,366	+	84,107
Pipes and tubes	1,208,854	2,350,460	+	1,141,606
Plate and sheet	3,334,498	4,972,763	+	1,638,265
Rails, fishplates, etc.	37,017	48,257	+	11,240
Wire	531,592	1,215,128	+	683,536
Jewellery	897,222	860,976	−	36,246
Leather and leather goods	732,992	919,067	+	186,075
Machinery (not agricultural)	4,262,727	9,071,324	+	4,808,597
Matches and vestas	138,893	374,851	+	235,958
Meats, canned, etc.	25,416	24,592	−	824
Metal manufactures, n.e.i.	4,505,604	7,958,124	+	3,452,520
Milk and cream	49,029	31,212	−	17,817
Mixed metals (alloys)	43,356	97,793	+	54,437
Motor bodies	137,165	129,674	−	7,491
" chassis	2,443,189	4,093,108	+	1,649,919
" cycles, etc.	282,719	194,719	−	88,000
Musical instruments:— —				
Pianos and parts	347,125	699,406	+	352,281
Other and parts	80,494	174,487	+	93,993
Mustard	86,779	177,239	+	90,460
Nuts, edible	315,474	193,259	−	122,215
Oils:—				
Kerosene	791,534	1,532,823	+	741,289
Lubricating	325,289	1,228,143	+	902,854
Petroleum spirit	2,447,744	4,125,109	+	1,677,365
Other	1,187,339	1,540,033	+	352,694

* Mr. Ross has also transmitted a table of the principal lines of merchandise exported from Australia in fiscal years 1919-20 and 1920-21, showing increases and decreases. These are on file at Department of Trade and Commerce, Ottawa, where they may be obtained on application to the Director, Commercial Intelligence Service (quoting file No. T.C.-2-101).

IMPORTS OF PRINCIPAL LINES OF MERCHANDISE—*Concluded*

	1919-20	1920-21	+Increase −Decrease
	£	£	£
Optical instruments, etc.	287,791	362,600	+ 74,809
Ores and metals, n.e.i.	115,404	181,200	+ 65,796
Paints, colours, etc.	459,136	625,985	+ 166,849
Paper:—			
Cardboard, etc.	157,436	389,265	+ 231,829
Printing	1,422,463	3,876,348	+ 2,453,885
Wrapping	299,102	688,007	+ 388,905
Writing and typing	435,497	995,109	+ 559,612
Other	535,699	1,126,800	+ 591,101
Perfumery, etc.	305,310	349,917	+ 44,607
Phonographs	248,778	226,356	− 22,422
Pickles and sauces	123,751	125,535	+ 1,784
Rubber and manufactures	1,459,528	2,358,045	+ 898,517
Sago and tapioca	163,586	75,287	− 88,299
Sausage casings, etc.	189,968	283,004	+ 93,036
Skins and hides	1,003,207	654,770	− 348,437
Soap	126,066	105,863	− 20,203
Spices	223,217	134,947	− 88,270
Spirits, whisky, etc.	1,020,668	1,651,813	+ 631,145
Stationery	1,306,429	1,880,618	+ 574,189
Stones and minerals	187,706	208,681	+ 20,975
Sugar (cane)	4,359,203	6,560,438	+ 2,201,235
Surgical and dental instruments	217,978	304,665	+ 86,687
Tea	3,704,454	1,476,854	− 2,227,600
Textiles (not apparel)	19,674,688	35,643,872	+ 15,969,184
Tinplates	1,576,324	3,714,633	+ 2,138,309
Timber	2,527,637	5,092,139	+ 2,564,502
Tobacco:—			
Manufactured	100,671	154,349	+ 53,678
Unmanufactured	2,441,498	3,212,211	+ 770,713
Cigars	107,814	141,792	+ 33,978
Cigarettes	91,917	107,105	+ 15,188
Snuff	1,635	1,340	− 295
Tools of trade (not machines)	856,294	1,334,877	+ 478,583
Vegetable foodstuffs, n.e.i.	446,219	370,396	− 75,823
Vegetable substances, n.e.i.	1,326,664	1,423,307	+ 96,643
Vehicles and parts, n.e.i.	1,110,996	1,557,333	+ 446,337
Watches, clocks, etc.	315,055	534,782	+ 219,727
Wine, sparkling	118,164	135,147	+ 16,983
Wine, other	50,112	59,135	+ 9,023
Wood manufactures	348,610	706,988	+ 358,378
Wood pulp	57,253	226,876	+ 169,623
Yarn, cotton	124,286	380,597	+ 256,311
" wool	647,972	1,565 847	+ 917,875
" other	88,518	321,818	+ 233,300
All other articles	2,875,233	5,809,227	+ 2,933,994
Totals	£98,974,292	£163,333,504	+£64,359,212

AUSTRALIAN IMPORTS AND EXPORTS, 1920-21

The schedule of increases does not indicate that, in every item, increased quantities of goods were imported, but, rather, that much of the importations was invoiced at the peak of prices. Valuations have fallen to such an extent that frequent instances of importers returning the goods, from the bonded warehouses, to the country of origin have come under the observation of this office. In paying duties upon the invoiced price, the duty alone would, in numbers of cases, exceed the amount which could be realized upon the sale of the goods, in competition with the more fortunate traders who bought in oversea markets only a few months ago.

In almost all lines of merchandise the value of the imports was considerably greater than in 1919-20, the increases being particularly pronounced in apparel, textiles, bags and sacks, glass and glassware, iron and steel, hardware, machinery, motor chassis, oils, printing paper, tinplates, and timber.

Owing to the low prices ruling for wool, a decline of nearly £17,000,000 took place in the exports of that commodity. Wheat and butter, on the other hand, found excellent markets in the United Kingdom and other oversea countries, and their exports were consequently considerably larger in value than in the previous year.

It will be some time in 1922 before detailed information respecting Australian trade in 1920-21 will be published, and until then it will be impossible to make an analysis of importations from Canada in comparison with the total importations into the Commonwealth from all other countries.

MARKET FOR BOOT POLISHES IN THE ARGENTINE REPUBLIC

Trade Commissioner B. S. Webb

Buenos Aires, August 24, 1921.—During an average year this Republic imports boot polishes to the extent of 300 tons. The flow of imports, contrary to the usual rule, was not seriously interfered with during the war period, the principal variations noticeable being the cessation of imports from Germany and a substantial increase in the quantities imported from the United States. The total quantities imported since 1914 are as follows: 1914, 357 tons; 1915, 300 tons; 1916, 287 tons; 1917, 263 tons; 1918, 236 tons; 1919, 341 tons; 1920 (quarter), 137 tons.

Taking two ounces as being the gross weight of an average-sized tin, these figures indicate an average annual importation of some 40,000 gross tins.

COUNTRIES OF ORIGIN

According to statistics of imports by countries, which are only available up to and including the year 1916, English manufacturers supply about two-thirds of the total importation, the remaining one-third corresponding principally to importations from the United States. Imports from France now average only 8 tons yearly, the figures relating to Spain, Holland and Switzerland being almost negligible. Imports from the principal countries for the year 1916 are shown below in comparison with the average annual imports during the five-year period ending 1914.

Countries	Average 1910-1914 Kilos	Year 1916 Kilos
Germany	77,816	......
United States	67,590	78,638
France	21,618	8,066
United Kingdom	172,829	187,061
Switzerland	4,654	4,048
Total for all countries	355,382	287,306

BOOT POLISHES MADE LOCALLY

From inquiry amongst shoe-supply houses it appears that there are at least seven makers of shoe polish in Buenos Aires, but the Chief of the Industries Section of the Department of Agriculture advises that he has not been able to ascertain with accuracy the number of factories in operation nor the value of their output. The fact that most of the factories label their product with a foreign name and brand for sale as an imported article may incline their owners to reticence when details are requested. The quality of locally-made pastes is generally considered to be inferior to that of imported pastes, but there is always some demand for them, more particularly from the interior provinces.

QUALITIES

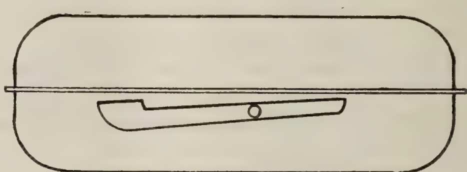
There does not seem to be a unanimous opinion amongst importers as to the quality of paste most suitable for this trade, but it is generally agreed that it should appear to be slightly soft and should carry only a slight odour. Polishes with a pro-

nounced smell of gasoline or turpentine are not acceptable. Paste should be able to resist being carried in stock for a reasonable time at temperatures ranging from 42° in winter to 86° in summer without drying out or shrinking in the tin. Best quality imported polishes usually carry a tinfoil top covering. An otherwise good quality paste cannot be sold if it presents an appearance of being too soft; in this state it is not adapted to local requirements. "Cobra" polish and "Monogram" have been mentioned as being representative of the kind of paste most liked by the trade here.

CONTAINERS—SHAPES AND SIZES

The shape and size of the container used to carry the paste appears to be an important detail. Although the reason for the preference for this shape of tin cannot be located, there can be no doubt that a container with rounded top and bottom edges is prefered to one with a sharp rectangular edge.

Some of the large shoe-supply houses, being in a position to place orders for large quantities, insist upon being supplied under their own trade mark. A manufacturer desiring to build up a permanent business here, however, would naturally prefer to sell under his own mark, and in this connection it might be mentioned that a trade mark should be registered before business commenced. A highly coloured design is preferable to a plain one-colour design, and the name should be easy of pronunciation for Latin people. Instructions for opening the tin and for using the paste should be in Spanish and Italian, and also in French and English if possible. An American-made polish is being sold here in a tin carrying a device for raising the lid, but the use of this device does not appear to have had a very important effect on the sales. Another device used by another American manufacturer is illustrated below.



In this connection it may be mentioned that the lids of a dozen tins of the shape illustrated above were comfortably and easily opened by hand pressure, the explanation apparently lying in the fact that the sides of the tin are slightly conical. This feature alone is enough to popularize a brand. The sizes weighing 3 ounces and 1 ounce gross weight are those most sold.

PACKING

A case of English polish, examined in a warehouse, measured 50 inches by 55 inches by 45 inches; it contained 30 paste board boxes, fitting tightly against each other and against the waterproof lining of the case, each of which carried two dozen small sized tins, no excelsior or other filling having been used; each end of the case was strapped. Another case, measuring 37 inches by 24 inches by 13 inches, contained 40 boxes, each carrying three dozen of the smaller sized tins.

Polishing paste is valued for customs purposes at 24 cents per kilo, the rate of duty being 32 per cent of this valuation. Legal weight—i.e. including the weight of the tins and the cardboard containers—is used for calculating duties.

DISTRIBUTION

According to a local trade directory there are nine English, seven American, and one French manufacturer doing business here.

Of the nine English manufacturers, five are booking orders from the trade through manufacturers' representatives, whilst four are distributing through a shoe-supply house, a wholesale grocer, a wholesale hardware house, and a general importing merchant respectively. Of the American polishes, two are being handled by whole-

sale leather warehouses, one by a New York export commission house, one by a branch of the factory, two by general importing houses, and one by a manufacturers' representative. The French polish, Black Lion, is handled by a manufacturers' representative.

The products of the seventeen manufacturers referred to are distributed as follows: 7 by manufacturers' representatives, 4 by general merchants, 3 by leather warehouses, 1 by wholesale hardware house, 1 by wholesale grocer, 1 by branch house, 1 by New York export commission house.

The largest purchasers of shoe polishes are the bootmakers' supply houses, but a fair volume of business is obtained from the retail boot trade, the wholesale grocers, the departmental stores, and the general importing merchants supplying the country trade. The representatives of some of the manufacturers carry stocks for supplying the retail trade. There are some fifty shoe supply houses or leather warehouses in Buenos Aires, the provincial trade being unimportant by comparison.

PRESENT MARKET CONDITIONS

Business in boot polishes is very dull at present, and a number of importers are clearing stocks at cost price and even under cost; notwithstanding present conditions, however, there are large buyers who are always interested in inspecting samples and comparing prices. Competition amongst manufacturers is more keen than formerly, several new brands having come on to the market during recent years.

Of three Canadian-made polishes submitted to buyers for inspection one was considered to have dried out, one was said to have too strong an odour of turpentine, and one appeared to be of first-class quality. The prices in each case were competitive and lower than American prices after deducting 12 per cent difference between cost of American and Canadian exchange. So far as can be ascertained, Canadian-made polishing pastes have not yet been sold here, although this Republic provides a market which should be worth investigating.

MARKET CONDITIONS IN BRAZIL FOR THE MONTH OF AUGUST, 1921

Trade Commissioner E. L. McColl

Rio de Janeiro, Aug. 16, 1921.—The market for the month of August has again been quiet. Exports of coffee are still small, the bulk of the business being done with Europe. Owing to continued Government buying, the price of coffee has remained firm. Shipping is very dull. Bankers state that requests by local importers for the establishment of English and American credits is almost nil. It looks as if America was losing her foothold on the market. England is striving hard to increase her share of the trade, but Germany is making great headway. German exports to Brazil for the first three months of 1920 amounted to £121,000, but for the same period of 1921 they were £1,757,000. This is a considerable increase when it is considered that only absolute necessities are being imported.

The general feeling among bankers, exchange brokers, and merchants is that the market will remain firm, and that from now on conditions should gradually improve. Although the milreis has been very erratic during the month, conditions now point to a gradual but slow rise in its value.

The Emergency Bill to remedy financial conditions was signed by the President on August 29. It lessens the duties and warehouse charges on goods in customs up to a given date. This is to encourage the clearance of merchandise. The Bill also reduces by 20 per cent freight rates from the interior to the coast. There are other sections which deal with finance and retrenchment in Government work.

Average value of the American dollar in milreis during August, 1921:—

For 1st week	8$336		
For 2nd week	8$473	Low	8$696
For 3rd week	8$382	High	8$205
For 4th week	8$640	Aug. 31	8$360

PACKING FOR EXPORT TO JAPAN

Trade Commissioner A. E. Bryan

III

COMPLETE SHIPPING DOCUMENTS

Although this is somewhat apart from the question of *packing,* the writer is of the opinion that a synopsis of the general requirements affecting an export shipment may, in conjunction with a report of this nature, be of additional value. After the shipper has satisfied himself that the packing has been adequately attended to, he should also remember the following pointers:—

1. Always give importers advance notice as to the date and name of steamer upon which shipment is made.
2. *Bills of lading* issued by the transportation company should arrive before or at least on the same steamer as the goods themselves.
3. *Invoices,* showing net payment, discounts (if any), charges for packing (whether there is any or not), should always be sent so as to arrive before or at the same time as shipment in question.
4. *Packing lists* should be made out on regular standard forms and enclosed with the contents of the case. A packing list should be made out even if only one article is shipped, as it is also of considerable use for customs purposes.
5. *Statement of charges.*—A separate statement of all charges, incidental and otherwise, should be filled out on standard forms and sent to the buyer.
6. *Certificate of origin,* endorsed by a Japanese consul (see report on "Consular Invoices" in *Weekly Bulletin* No. 877).
7. *Marine certificates* issued by marine insurance company covering insurance on shipment.

POINTS ON MAILING

Another very important feature of export packing is what one might term *export packing or marking of letters* for overseas. There are two pertinent facts to consider under this heading: (1) postage; and (2) duplicates. In the first place, many Canadian firms allow letters for Japan to leave their offices with only a three cent stamp affixed, instead of a *five* cent stamp as is required. Of course this is due for the most part to the fact that the matter of postage is left to an office boy or an inadequate mailing department. As many as twenty letters come in by one mail to this office with short postage. As there is a surcharge of double the postage, these surcharges amount to quite a little item regardless of the harm it does to the exporter himself, as of course the Japanese traders resent anything like this and think it shows carelessness and incapacity.

The other point in regard to letters is that duplicate copies should be sent by the next mail leaving. A great many firms do this already, and the copy often arrives before the original, showing the value of the practice.

A GOOD BOOK ON PACKING

For the information of any Canadian export manager who is anxious to make an exhaustive study of this problem the writer would recommend to his attention a new book entitled *Export Packing,* by C. C. Martin. It is procurable from the *American Exporter,* 370 Seventh Avenue, New York.

Preferred Methods of Packing for Export by Articles

The writer, before attempting to give a list of the most desirable packing of those lines of interest to Canadian exporters, made a personal canvass of many of

the leading import houses in order to obtain as accurate information as was at all possible. Some of the packings might be said to be self-evident, but in order to give as complete a list as possible all articles imported into Japan, and in which business Canada has shared or is likely to be interested in in future, are set forth herewith:—

Abrasive Materials.—Shipped in iron bound kegs of about 350 pounds, packed in strong paper bags about 28 pounds each.
Abrasive Wheels.—Shipped in strong barrels packed in sawdust.
Acids.—See Chemicals.
Agricultural Implements.—In stout cases or crates depending on the implement. Heavy cast-iron parts subject to breakage, should be packed separately.
Ale and Beer.—Packed in straw envelopes, and then in cases, 96 pint bottles to a case. Sometimes packed with loose straw in wooden barrels with same number of pint bottles.
Ammonia (Anhydrous).—In cast-iron cylinders of 100 pounds net, gross 288 pounds, tare 188. Marks are stencilled or painted on each cylinder, cylinders are always returned to manufacturers.
Ammonia (Muriate of).—In casks of 414 pounds or 50 kwan (8.26 pound).
Aniline Dyes.—see Dyes.
Annodes (Nickel).—Packed in strong cases of 224 pounds with iron hoops binding.
Asbestos Fibre.—In single gunny bags of 100 pounds.
Asbestos (Manufactured).—According to the article in cases, crates or bales.
Automobiles.—The wheels are taken off and the car is set down on the bottom of the case on its axles. The axle end fits into special sockets which hold the car securely. The top and wind shield are packed with the wheels securely on the inside of body. The case is lined with thick roofing felt. It is made of 2-inch and 1½-inch lumber and well iron bound. More expensive cars have strong iron rings fastened on each end of cases for handling purposes.
Barley.—Packed in single gunny bags of 133 pounds net.
Beds.—Iron beds—the top and bottom of three beds packed in one crate and the sides in another and springs in another—well covered with packing paper.
Bicarbonate of Soda.—In 104 pound double bags (calico) or 12½ kwan.
Bicycles.—Generally shipped un-assembled well greased and packed in strong cases iron hooped.
Bicycle Accessories (Spokes).—Cartons of one gross packed in strong iron bound boxes of 36, 50 or 100 gross.
Biscuits.—In tins of ½ and 1 pound, packed 6/8 dozen tins to a case bound with iron ribbon, size 6/8 cubic feet. These ½ and 1 pound tins have a hermetically sealed zinc covering on the top, under the lid of the box.
Blacking.—12 tins to a cardboard box, packed 6 or 12 dozen to a wooden case—well strapped with iron ribbon.
Bolts and Nuts.—In tar paper-lined kegs well banded with iron and weighing a picul (133⅓ pounds). Also packed in small wooden cases of the same weight.
Bones.—Packed in double gunny bags of about 112 pounds each.
Bone Meal.—Packed in double gunny bags of 133⅓ pounds net.
Books.—Books are largely imported by parcels post shipment, but if in cases must be well protected with packing board so as to protect corners and edges of the books.
Building Material (Building Board).—Packed in skeleton cases of 1½-inch and 2-inch lumber, well wrapped with packing paper.
Building Material (Metal lath, Ceilings, etc.).—See Metal lath, Metal Ceilings.
Butter.—In 1 pound prints packed in 56 pound wooden kegs, and shipped in cold storage.
Canned Goods.—In 24 1 pound or 48 ½ pound wooden cases well strapped with wire.
Casein.—In double gunny bags of 160/165 pounds net.
Calcium Chloride.—In iron drums 6/7 cwt.
Caustic Soda.—In iron drums 517 pounds net or 62½ kwan.
Cedar Bolts.— Shipped loose, but usually branded on the ends with branding iron. Sizes various x 8 ft. long.
Cedar Planks.—Shipped loose and usually no marking, although sometimes marked on ends with branding iron. Usual sizes 6/7-inch x 10/30-inch x 8/32 ft. long.
Cereal Foods.—Packed 6 dozen packages to a wooden case.
Chemicals.
- *Acetanilid.*—150 pounds or 2 cwt. barrel.
- *Acid Acetic Anhydride.*—About 1,000 pounds drum.
- *Acetylsalicylic Acid.*—50 or 56 pound tins.
- *Acid Benzoic.*—112 pounds barrel.
- *Acid Boric Crystal.*—100 kilogram barrels or 2 cwt. Sometimes 100 kilos wooden case.
- *Acid Boric Powder.*—Same as above.
- *Acid Carbolic.*—112 pounds, or 280, 475 and 900 pound iron drums.
- *Acid Citric.*—112 pound kegs, or sometimes 112 pound casks with calico bag inside.
- *Acid Gallic White.*—25 pounds tin.
- *Acid Oxalic.*—100 kilos barrel, sometimes 330 pounds wooden kegs.
- *Acid Salicylic.*—25 pound tins, or 1 pound cardboard box.
- *Acid Tartaric.*—112 pound casks or kegs.
- *Adeps Lanoline Anhydr.*—About 400 pounds barrel.
- *Adeps Lanoline Hydrous.*—Same as above.
- *Ammonia Carbonate.*—560 pounds barrel.
- *Ammonia Chloride.*—About 700 pounds barrel.
- *Anilin Salt.*—About 300 pounds barrel.
- *Antipyrin.*—25 or 50 pounds tin.

PREFERRED METHODS OF PACKING TO JAPAN—*Continued*

Chemicals—Continued

Balsalm Copaival.—50 or 56 pounds tin.
Balsalm Peru.—Same as above.
Bark Chincona.—112 pounds case.
Bark Condurango.—112 pounds double bags
Borax.—112 pounds case.
Butter Cacao.—1 cwt., or 144 1-pound papers packed in a case.
Cerium Oxalic.—7 pounds paper packed 16 packets in a case or 50 pound tin.
Chloral Hydrate.—28 pounds jar.
Chloroform.—About 1,000 pounds drum.
Chloride of Ammonium.—560 pounds cases.
Cocain Hydroch.—25 ounce tin.
Codein Phosphate.—Same as above.
Cream of Tartar.—112 pounds keg.
Creosote Beechwood.—20 kilog, carboy.
Diacetylmorphia Hydroch.—25 ounce tins.
Dionin (aethylmorphia).—Same as above.
Diurtin.—25 or 50 pounds tin.
Ergot of Rye.—112 pounds case.
Formalin.—50 kilog. aluminium bottle or 30 kilog. carboy.
Folin Sennae.—112 pounds double bag.
Folin Uva Urse.—2 cwt., double bag.
Gelatin Thin.—112 pounds in a case (1 pound paper).
Glycerin.—56 pounds tin, or 1,120 pounds drums.
Guayacol.—20 kilog. carboy.
Guayacol Carbonate.—50 pounds or 56 pounds tin.
Glue.—112 pounds double bag.
Gum Arabic.—100 pounds double bag.
Gum Dammor.—100 or 112 pounds double bag.
Gum Sandrae.—112 pounds double bag.
Gum Shellac.—150 pounds case.
Gum Tragacanth.—112 pounds case.
Hexamethylentetramin.—50 or 56 pounds tin.
Hematin Crystals.—About 350 pounds barrel.
Quicksilver.—75 pounds bottle.
Milk Sugar.—224 pounds casks, calico bag inside, or 200 pounds or 2 cwt., barrel.
Morphia Hydroch.—1 pound, 5 pounds tin.
Oil Bergamot.—1 pound bottle.
Oil Clove.—1 pound or 25 pounds tin.
Oil Fenel.—Same as above.
Oil Lemon.—1 pound bottle.
Oil Olive.—About 400 pounds barrel.
Sandalwood Oil.—25 or 50 pounds tin.
Phenacetin.—25 or 50 pounds tin.
Phenolphtalein.—1 pound or 25 pounds tin.
Pilocarpin Hydroch.—100 gr. or 500 gr. bottle.
Potassium Bichromate.—About 650 pounds casks.
Potassium Bromide.—1 cwt., case.
Potassium Caustic Stick.—1 pound bottle.
Potassium Cyanide.—112 pounds case.
Potassium Yellow Prussiate.—Same as above.
Pyramidon.—25 or 28 pounds tin.
Quinin Athylcarbonate.—100 ounces or 5 pounds tin.
Quinin Hydrochlor.—100 ounces tin.
Quinin Sulphate.—Same as above.
Resin Jalape.—1 pound paper packet.
Resorcin.—28 or 56 pounds tin.
Rosin.—350 kin barrel.
Root Ipecacuanae.—100 or 112 pounds case.
Root Jalapae Powder.—112 pounds case.
Saffran.—5 kin tin.
Salol.—50 or 56 pounds tin.
Santonin.—375 or 5 kilog. paper packed.
Soda Caustic.—675 pounds drums, sometimes 720 and 750 pounds iron drums.
Sodium Benzoate.—50 or 56 pounds tins.
Sodium Bichromate.—About 650 pounds barrel.
Tallow.—Packed in barrels of 400 pounds net.
Thymol Crystal.—25 or 50 pounds tin.
Vanilin.—1 pound tin.
Vaselin.—About 400 pounds barrel.
Sodium Bicarbonate.—1 cwt., double bags.

Cheese.—In 23 or 25 pound heads wrapped with cloth and packed in strong round cheese box, the space between cheese and box to be filled with salt, and securely strapped with wire or strong cord.

PREFERRED METHODS OF PACKING TO JAPAN—*Continued*

Cloth (Woollen).—Generally packed in tin-lined wooden cases, with the exception of lower qualities which afe made up in black waterproof cloth and then packed in gunny bales. Each piece is usually rolled and made up in white tillots.

It is always packed in tin-lined cases.

Confectionery.—In ½, 1 and 2 pound tin boxes, with air-tight covers or in the ordinary fancy cardboard box with a zinc air-tight inner container with tea lead or soft zinc top, that can be opened easily. Each fancy box must be again put in a carton to protect the fancy boxes. These are packed 133⅓ pounds net to a case, well strengthened with steel bands. If ordinary Canadian boxes are shipped they must be put in a tin-lined air-tight packing case and only imported this way between September and February.

Copper.—Loose, with special marks, paint or otherwise.

Corsets.—Packed in cardboard cartons, which are tied up securely in dozens, which are then packed in tin-lined iron-bound cases.

Cutlery.—Wrapped in grease paper and packed in cartons, which are in turn packed in strong wooden iron-bound cases of about a picul in weight.

Dyes (General).—Usually in barrels of 224 pounds.

Dyes (Aniline).—Tins of 1, 10, or 50 catty each. Each tin bears a label, of the same colour as the dye represented, and the name of the colour is printed on the label. 100 catties packed in a case. Tins of 100 catties are always used for sulphur colours. No packing paper. Label only. Kegs of 100 catties are used for all other unhygroscopic dyes. Packed also in iron drums of 100 and 400 catties.

Emery Sand.—Packed in strong iron bound casks containing paper bags of emery 1½ and 2 pounds and 320 to 350 pounds to the case.

Enamel.—Put up in ¼ and ½ and 1 gallon cases and packed in cases holding 10 gallons.

Ferro Vanadium.—Strong iron bound casks of approximately 250 pounds.

Fish (Dry Salted Salmon).—Usually imported into Japan in November and December so as to arrive in time for Japanese New Year festivities. Packed in cases containing about 50 fish, and weighing 400 pounds. Cases should be made from 1 and 1½-inch lumber and strapped with steel wire or ribbon.

Fish (Salted) Herring.—The fish are preserved in salt for four or five days, after which they are dried, then packed in strong wooden cases, 1,000 fish to the case and weighing 500 pounds.

Flax Seed.—In double gunny bags of 189 pounds net.

Flooring.—Packed in bundles and bound with wire.

Flour.—In sacks of 49 pounds net.

Glass (Window).—Strong cases generally straw packed and 100 square feet.

Glue (Stick Glue).—Should be 3-inch by 8-inch by ¼-inch in size and light amber in colour. It also must be free from salt. Packed in double gunny bags or in wooden cases about 133⅓ pounds in weight or 112 pounds.

Glue (Flake).—Sometimes called here match glue. Packed in double gunny bags and weighing a picul (133⅓ pounds.)

Hardware (Drills and Reamers).—Rolled in thick wax paper, and one or two dozen of one size packed in cardboard box. These are then placed in wooden case with bands of hoop iron and weighing 200 to 400 pounds. Must not be packed in too small a case as they are then subject to rough handling and may easily be stolen.

Hardware (Locks, Hooks, Hammers).—One or two dozen in strong cardboard boxes. These are then packed in wooden cases made of 1½-inch or 2-inch lumber suspported by iron bands and weighing some 500 pounds.

Hardware (Saws, Circular and Flat).—Covered with cloth bag and packed in strong banded case.

Hardware (Small).—In cardboard boxes and packed in tin or other waterproof lined cases.

Hats (Ladies' Trimmed).—Packed four in a carton. Then depending on order, so many cartons to a tin-lined wooden case.

Hats (Untrimmed).—May be packed a dozen to a carton and same as above.

Iron Alloys.—Packed in strong iron-bound casks of approximately 250 pounds.

Lead.—Loose—with special marks, paint or otherwise.

Leather (Sole).—Packed 10 sides to a roll, well roped.

Leather (Kid).—In cases of 20 to 30 dozen skins.

Linoleum.—In rolls with interlining of heavy paper, covered with canvas or burlap and wooden or heavy cardboard and pieces to protect ends of roll.

Lumber.—(1) Rough, such as Douglas Fir or Japan squares, loose. (2) Flooring and small manufactured, tied up in bundles well fastened with wire.

Machine Knives and Cutters.—Well greased and packed in paper and strong cases iron hooped.

Machinery.—In heavy strong solid cases well strapped and supported on inside with cross pieces. Machines are well greased and case lined with tar paper.

Machinery (Paper).—Is packed in cases, crates, or sometimes unprotected, depending on nature of machinery.

Malt.—Packed in tin-lined cases or double gunny bags of 133 pounds net.

Metal Ceiling.—Packed in wooden boxes of about 224 pounds.

Metal Lath.—Packed in bundles strapped together with steel ribbon and metal tagged.

Milk (Condensed).—In 1 pound tins and 48 to a wooden case, which is banded with three wires Labels on these tins should have directions printed in Japanese language.

Muriate of Ammonia.—In casks of 414 pounds (50 kwam.)

Carbonate of Ammonia.—Same as above.

Nails.—Packed in strong iron-bound kegs generally 112 pounds or one picul (133⅓ pounds.)

Nickel Ammonia Crystals.—Packed in 112-pound paper lined wooden cases.

PREFERRED METHODS OF PACKING TO JAPAN—*Continued*

Nickel Annodes.—Packed in strong iron-bound cases of 224 pounds.

Nickel (Shot).—In waterproof paper-lined cases of 112 pounds, strapped with steel ribbon.

Nickel-Cut Cathodes.—Packed in lined cases of 224 pounds bound with steel ribbon.

Nickel Sulphate Crystals.—Packed usually in 112-pound paper lined cases.

Oil (Kerosene).—Packed in 10-gallon cases—two 5-gallon tins to one case. Gasoline is packed in same manner.

Oil (Linseed).—Packed in 5-gallon drums.

Paints.—Chiefly in kegs of 28 pounds net. Some one or two-pound and one-gallon tins and packed in cases.

Paper (News).—Packed in 5 cwt. hydraulically pressed bales with full board top and bottom, well hooped lengthways and crossways.

Paper (Packing).—Packed in bales of 480 pounds (12 reams).

Paper (Pasteboard).—Packed in bales of 500 pounds.

Paper (Packing and Pasteboard).—All packages usually contain about 500 pounds net. Therefore, if the substance *re* ream is 18 inches by 23 inches by 16 pounds by 500 sheets 30 reams (480 lbs.) are packed in a package. The usual substance for packing paper is 36 inches by 48 inches by 48/50 pounds by 500 sheets, and 10 reams are contained in a package.

Paper (Printing).—In pressed bales with full board top and bottom, hoops and canvas covered. Cases usually weigh 400/500 pounds net.

Paper (Writings).—All packages usually contain about 500 pounds net. Therefore, if the substance per ream is 18-inch x 24-inch x 16 pounds x 500 s. 30 reams. (480 pounds) are packed in a package.

Paper (Writing and Drawing).—Packed in wooden tin-lined cases usually 30 reams to a case, 15 pounds to a ream. Cases are iron hooped.

Paper Felts and Jackets.—In tin-lined cases.

Pianos.—In strong ordinary piano cases, but with piano bolted to case, and space between piano and case stuffed with woollen cloth or rags. German pianos are packed so that where each bolt is taken out a corresponding ornament is provided which screws into the hole and the hole is thus unnoticeable.

Pig Iron.—Loose, with special marks, paint or otherwise.

Pulp (Wood).—Packed in bales, double pulp or hessian wrapped, and bound with iron wires crosswise and lengthwise, 5, 6, 7 or 8 bales to a ton of 2,240 pounds.

Pulp Grinding Stones.—Packed in crates made of thick lumber and strapped with iron bands.

Roofing Felt.—In rolls of about 8/10 inches in diameter and 36 inches wide by 72 feet in length. The nails and staples are placed inside the case.

Salmon (Salted).—Packed in strong wooden cases containing about 50 fish and weighing 400 pounds.

Skins.—Packed 6 dozen to a case.

Soap.—Packed in cardboard or fancy boexs of 3 cakes and 4 dozen to a package and 2½ gross to a packing case.

Soda Ash.—Single gunny bags 207 pounds net or 25½ kwan.

Steel (Black Plates Special).—Packed in sealed iron boxes.

Steel (Corrugated Sheets).—Packed in skeleton crates with felt edges weighing 400/500 pounds.

Steel (Galvanized Sheets).—Packed in skeleton crates of 400/500 pounds with felt edges.

Steel (Hardware.)—Generally packed in cartons which are in strong iron bound cases. Quantity per case varies with maker, but cases should be 250/300 pounds.

Steel (Iron Bars).—If small sizes generally in bundles marked with special paint mark. Large sizes come separately and are marked with paint.

Steel (Iron Hoops).—In coils iron bound and each one tagged with metal tag bearing the shipping mark, usually in 56-pound coils.

Steel (Pipes and Gas Tubes).—Small size in bundles, well wired, with metal tags having the marks or addresses. Large sizes are shipped loose, each with metal tag.

Steel (Rails).—Loose, with some distinguishing mark painted on end of each rail.

Steel (Rail Accessories).—In canvas bags.

Steel (Ribbon and Strips).—Packed in oiled paper coils in tin-lined cases of 450/500 pounds.

Steel (Rope or Cable).—In coils of certain specified lengths, coated with protecting compound covered with gunny sack.

Steel (Sheets).—Bundles bound with hoops containing 3, 5, 7, 8, 9 sheets or more depending on gauge.

Steel (Wire, Galvanized).—In coils with burlap wrapping.

Steel (Wire, Ordinary).—Packed in oiled and burlapped coils or oiled paper coils packed in tin-lined cases.

Steel (Wire Rods).—In coils in smaller sizes. In bundles, wired together in larger sizes.

Steel (Wire Barbed).—In coils of 112 pounds.

Steel (Galvanized Wire).—In coils of 112 pounds, and well burlapped.

Steel (Ordinary Iron Wire).—In coils of 112 pounds burlapped.

Seed.—Grass seed (100-pound bags). Other seed (in bags containing 133⅓ pounds).

Talc.—Packed in gunny bags of 112 pounds.

Textiles.—Packed in tin-lined cases.

Tinplates.—Packed in tin-lined boxes with wooden outer cover board with iron hoop. Shipping mark stencilled on tin box

Timber (Cedar Bolts).—Always shipped loose, but marked with black paint or usually branded on the ends with a branding iron. Usual size various x 8 feet long.

PREFERRED METHODS OF PACKING TO JAPAN—*Concluded*

Timber (Cedar Planks Clear).—Shipped loose, sometimes marked with chalk, or branded on ends, but usually no mark as it would injure lumber. Usual size, 6-inch/7-inch, x 10-inch /30-inch, 8 feet/32 feet long.

Tobacco (Cut).—Cigarettes—packed hermetically sealed tins of 50; 25,000 cigarettes in each case. Cases tin-lined and wired. Cut tobacco—¼ pound hermetically sealed tins 400 tins to a case (100 pounds). Case is tin-lined with heavy wire banding.

Tobacco (Plug).—In 100-pound tin-lined cases 4s and 12s per pound, also in flat tins.

Tobacco (Leaf). (1).—In hogsheads of wooden barrels secured by three steel bands. (2) Size of the above is approximately 65 cubic feet. (3) Weight about 50 pounds. (4) Contents net approximately 1,000 pounds.

Typewriters.—In strong wooden cases made of 1-inch lumber, banded with hoop iron. The machine usually screwed in bottom of case with 6/9 strong screws, while the case itself is put together with screws. No nails are used.

Varnish.—Put up in ¼- ½- or 1-gallon cans and packed in cases holding 10 gallons or 25 gallons.

Wheat.—Packed in single gunny bags of 100 pounds net.

Whisky.—Imported in cases, 12 quart bottles to a case, each bottle in a straw envelope. Cases banded with wire and sealed by the manufacturers. Gin and some whisky imported in bulk and bottled and labelled in Japan.

Wool (Knitting).—In balls a pound to a cardboard box, 6 dozen to a tin-lined case.

Zinc.—Loose, with special marks, paint or otherwise.

Zinc Sheets.—Packed in zinc-lined cases of approximately 600 pounds net.

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries: "Letters posted in Canada to Central America, with the exception of specially addressed correspondence for British Honduras, are forwarded exclusively via New York. Correspondence for Cuba and South America, with the exception of British Guiana, is also, unless specially endorsed, forwarded via New York. Correspondence for the British West Indies is forwarded both by direct Canadian steamer and via New York whichever route will give the quicker despatch although, of course, letters marked for transmission by particular route will be forwarded in accordance with the superscription"

It is intended to publish in the *Weekly Bulletin* from time to time, for the convenience of Canadian firms, certain of the sailings from United States ports to the ports of the West Indies, Central and South America. The following are those for the current month:—

For	*Via*	*October*
Antigua	New York	15-20
Argentina	New York	6-15-27
Barbados	New York	15-20
Bermuda	New York	8-12-19-22-29
Bolivia and Chile	New York	5-8-11-14-15-26
Brazil, North	New York	10
Brazil, South	New York	6-15-27
British Guiana	New York	12-14-15-20-29
Colombia	New York	11-14-18-25
Colombia, Cauca Naurino	New Orleans	5-12-19-26
Costa Rica	New York	8-15-22-29
Cuba	New Orleans	8-15-22-29
Curacao	New York	8-15-22-29
Dutch Guiana	New York	12-14-15-20-29
French Guiana	New York	12-14-15-20-29
Guatemala	New York	8-22
Haiti	New York	7-14-21-28
Honduras	New York	5-7-8-11-21-22-26-28-29
Honduras, British	New York	8-22
Honduras, British	New Orleans	7-14-21-28
Honduras, Amp. City	New York	5-7-8-11-21-22-26-28-29
Jamaica	New York	4-5-6-8-11-20-22-25-26-29
Leeward and Windward Islands	New York	1-15-20
Martinique	New York	1-15-20
Nicaragua	New York	7-11-14-15-21-22-28-29
Panama and Canal Zone	New York	5-8-14-22-26-28
Paraguay and Uruguay	New York	6-15-27
Peru	New York	5-8-10-11-14-15-26
Porto Rico	New York	8-15-22
Turk's Island and Dominican Rep.	New York	8-12-18-26-27
Venezuela	New York	8-12-14-15-22-29

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING SEPTEMBER 28, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending September 28, those for the week ending September 21 are also given for the sake of comparison:—

		Parity	Week ending September 21, 1921	Week ending September 28, 1921
Britain.. .. ..£	1.00	$4.86	$4.1261	$4.0934
France. .. ..Fr.	1.	.193	.0783	.0781
Italy.. .. ..Lira	1.	.193	.0464	.0449
Holland .. ..Florin	1.	.402	.3514	.3537
Belgium .. ..Fr.	1.	.193	.0784	.0774
Spain. .. ..Pes.	1.	.193	.1448	.1436
Portugal. .. ..Esc.	1.	1.08	.1054	.1267
Switzerland.. .. ..Fr.	1.	.193	.1915	.1904
Germany. .. ..Mk.	1.	.238	.0101	.0086
Greece. .. ..Dr.	1.	.193	.0560	.0534
Norway.. .. ..Kr.	1.	.268	.1398	.1375
Sweden.. .. ..Kr.	1.	.268	.2420	.2460
Denmark. .. ..Kr.	1.	.268	.1976	.1950
Japan. .. ..Yen	1.	.498	.5357	.5275
India.. .. ..R.	1.	2s.	.3025	.3085
United States.. .. ..$	1.	$1.00	1.1103	1.1018
Argentina .. ..Pes.	1.	.44	.3386	.3594
Brazil. .. ..Mil.	1.	.3245	.1415	.1453
Roumania. .. ..Lei	1.	.193	.0105	.0093
Jamaica. .. ..£	1.	4.86	4.1386	4.1237
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.85½–.87¾	.84⅜–.87½
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		
Shanghai, China.. ..Tael	1.	.631	.8438	.9062
Batavia, Java.. ..Guilder	1.	.402	.3497	.3581
Singapore, Straits Settlements.. .. ..$	1.	.49	.4885	.4848

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3417. **Apples.**—A Paris firm are in the market for 10,000 boxes of apples. Essential that prices shall be c.i.f. Havre.

3418-3421, 3424.—Five Paris firms offer to receive box apples for sale on commission.

3422. **Apples.**—A Paris firm ask for quotations on Canadian boxed and barrelled apples. Prices c.i.f. Havre essential.

3423. **Apples.**—A Paris firm, who state they have customers willing to buy 3,000 barrels of apples, or their equivalent in boxes monthly, wish to represent Canadian exporters, charging a commission, and taking orders on the basis of prices c.i.f. Havre, cash against documents.

3425. **Apples.**—A Swedish fruit agent desires to represent Canadian barrel apple shippers, placing orders on a cash basis.

3426. **Apples.**—A Dutch firm solicit consignments of Canadian boxed and barrelled apples.

3427. **Apples.**—A Norwegian firm desire to receive consignments of Canadian Gravensteins and Blenheims in barrels, and Jonathans, Spitzenbergs, and Winesaps in boxes.

3428-3430. **Apples.**—Three Norwegian firms wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3431, 3432, 3434. **Apples.**—Three Swedish firms wish to represent Canadian boxed apple shippers, placing orders on a cash basis.

3433. **Apples.**—A Swedish firm wish to represent Canadian boxed apple shippers, placing orders on a cash basis. Will also consider selling offers.

3435. **Apples.**—A Copenhagen firm of apple auction brokers solicit consignments of boxed apples. Commission 3 per cent.

3459. **Apples.**—A Paris firm, two members of which are Canadians, offer to act as agents for Canadian apple shippers, securing offers on the basis of cash offers c.i.f. Havre. Two and a half per cent commission should be added to the quotations.

3460. **Apples.**—A Copenhagen firm ask for quotations on considerable quantities of boxed apples.

3461. **Apples.**—A Stockholm firm are in the market for boxed and barrelled apples, and ask for quotations.

3462. **Trade with Northern and Eastern Europe.**—A London merchant firm, with connections in Scandinavia, Germany, Finland, Estonia, Latvia, Poland, etc., would like to correspond with Canadian manufacturers seeking export business in these markets.

3463. **Canned goods, etc.**—A London firm are desirous of getting into touch with Canadian exporters of canned goods and other produce.

3464. **Asbestos yarn.**—A Leeds firm who are interested in asbestos yarn ask to be placed in communication with reliable Canadian spinners.

3465. **Cattle and sheep.**—Old-established firm of auctioneers and live stock salesmen in Glasgow, Forfar, and Coatbridge (Scotland), who do a large live stock business and also have a stall in the Glasgow meat market, desire to hear from Canadian exporters of cattle and sheep with a view to business in Scotland on a commission basis.

3466. **Paper.**—An energetic Japanese concern of good repute, connected with all the leading paper mills in Japan, are desirous of getting in touch with Canadian manufacturers of paper with a view to placing two orders of 200,000 pounds each of a certain grade of paper known to the Japanese as "Art" paper. Samples of this paper have been sent to the Department of Trade and Commerce, where application should be made by interested parties. This paper is to be glazed in Japan, and is for covering fancy boxes, etc., and is said to contain 60 per cent ground pulp and 40 per cent sulphite—about 15 reams to a roll—one quality 32½ inches wide and the other 40½ inches wide. Cable quotations are requested; also samples by first mail.

3467. **Food products.**—Paris firm is desirous of getting in touch with Canadian canned fish exporters, and also with exporters of all food products (condensed milk, canned vegetables, etc.).

3468. **Food products.**—Firm of general commission merchants in Port of Spain, Trinidad, who have excellent facilities for handling such products as flour, oats, oil-meal, and all lines of food products, are anxious to get in touch with Canadian houses desirous of entering into business relations with Trinidad. Banking references furnished.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to File No. 26137). Tenders in conformity to the specifications should be promptly addressed to the secretary, Victorian Government Railways, Melbourne, Australia. Particulars of the requirements are briefly outlined thus:—

No.	Date of closing	Particulars
34402.	November 16, 1921..	Supply and delivery of 3250 solid drawn copper or brass engine boiler tubes, as specified.
34478.	November 23, 1921..	Supply and delivery of 112,425 lineal yards of canvas, as specified.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To LIVERPOOL.—*Welland County,* Canada Steamship Lines, October 2; *Megantic,* White Star-Dominion Line, October 8; *Metagama,* Canadian Pacific Ocean Services, Ltd., October 14; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., October 14; *Lord Dufferin,* Canada Steamship Lines, October 20; *Melita,* Canadian Pacific Ocean Services, Ltd., October 21; *Canada,* White Star-Dominion Line, October 22; *Minnedosa,* Canadian Pacific Ocean Services, Ltd., October 28; *Canadian Trapper,* Canadian Government Merchant Marine, October 28; *Vedic,* White Star-Dominion Line, October 29; *Megantic,* White Star-Dominion Line, November 5; *Metagama,* Canadian Pacific Ocean Services, November 11.

To LONDON.—*Dunbridge,* Canadian Pacific Ocean Services, October 6; *Vindelia,* Cunard Line, October 7; *Comino,* Furness Line, October 8; *Canadian Raider,* Canadian Government Merchant Marine, Ltd., October 14; *Brant County,* Canada Steamship Lines October 11; *Vennonia,* Cunard Line, October 14; *Bolingbroke,* Canadian Pacific Ocean Services, Ltd., October 19; *Hoerda,* Canada Steamship Lines, October 22; *Venusia,* Cunard Line, October 22; *Batsford,* Canadian Pacific Ocean Services, Ltd., October 25; *Canadian Otter,* Canadian Government Merchant Marine, October 28; *Vitellia,* Anchor-Donaldson Line, October 29; *Grey County,* Canada Steamship Lines, November 2; *Verbania,* Anchor-Donaldson Line, November 5; *Bosworth,* Canadian Pacific Ocean Services, November 12.

To GLASGOW.—*Pretorian,* Canadian Pacific Ocean Services, October 4; *Tunisian,* Canadian Pacific Ocean Services, October 8; *Canadian Victor,* Canadian Government Merchant Marine, October 14; *Cassandra,* Anchor-Donaldson Line, October 15; *Cabotia,* Cunard Line, October 22; *Canadian Navigator,* Canadian Government Merchant Marine, October 25; *Gracia,* Anchor-Donaldson Line, October 29; *Tunisian,* Canadian Pacific Ocean Services, November 5; *Saturnia,* Anchor-Donaldson Line, November 5.

To NEWCASTLE-ON-TYNE.—*Cairndhu,* Thomson Line, October 2; *Cairnmona,* Thomson Line, October 16; *Cairngowan,* Thomson Line, October 23; *Cairnross,* Thomson Line, October 30; *Cairnvalona,* Thomson Line, November 5.

To AVONMOUTH DOCK.—*Oxonian,* White Star-Dominion Line, October 4; *Welshman,* White Star-Dominion Line, October 8; *Salacia,* Cunard Line, October 11; *Concordia,* Cunard Line, October 22; *Caledonian,* White Star-Dominion Line, Octo-

ber 15; *Bothwell,* Canadian Pacific Ocean Services, October 25; *Turcoman,* White Star-Dominion Line, October 22; *Lakonia,* Anchor-Donaldson Line, October 29; *Orthia,* Anchor-Donaldson Line, November 5; *Cornishman,* White Star-Dominion Line, November 5.

To Manchester.—*Manchester Division,* Manchester Line, October 8; *Manchester Importer,* Manchester Line, October 15; *Manchester Port,* Manchester Line, October 22; *Manchester Producer,* Manchester Line, October 29.

To Cardiff and Swansea.—*Canadian Logger,* Canadian Government Merchant Marine, October 5.

To Leith.—*Cairndhu,* Thomson Line, October 2; *Cairnmona,* Thomson Line, October 16; *Cairngowan,* Thomson Line, October 23; *Cairnross,* Thomson Line, October 30; *Cairnvalona,* Thomson Line, November 5.

To Belfast.—*Rathlin Head,* Head Line, October 5; *Dunaff Head,* Head Line, October 23; *Lord Londonderry,* Head Line, October 30.

To Dublin.—*Lord Antrim,* Head Line, October 9; *Dunaff Head,* Head Line, October 23.

To Londonderry.—*Lord Londonderry,* Head Line, October 30.

To Cork.—*Dunaff Head,* Head Line, October 23.

To Roterdam.—*Lord Londonderry,* Head Line, October 22; *Mercer Victory,* Rogers & Webb Line, October 25.

To Havre.—*Hoerda,* Canada Steamship Lines, October 22.

To Hamburg.—*Fanad Head,* Head Line, October 15; *Denel,* Rogers & Webb Line, October 17; *Lord Londonderry,* Head Line, October 22; *Mercer Victory,* Rogers & Webb Line, October 25.

To Antwerp.—*Corsican,* Canadian Pacific Ocean Services, October 15; *West Kebar,* Rogers & Webb Line, October 25.

To Naples-Genoa.—*Caserta,* Canadian Pacific Ocean Services, Ltd., October 15.

To Danzig.—*Corsican,* Canadian Pacific Ocean Services, October 15; *Scandinavian,* Canadian Pacific Ocean Services, November 12.

To Naples-Trieste.—*Montreal,* Canadian Pacific Ocean Services, November 2.

To Copenhagen, Gothenburg.—A steamer, Sprague Line, October 15.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Carrier,* Canadian Government Merchant Marine, October 23.

To St. John's (Nfld.)—*Mapledawn,* Canadian Steamship Lines, October 6; *Canadian Sapper,* Canadian Government Merchant Marine, Ltd., October 11; *Canadian Sealer,* Canadian Government Merchant Marine, October 18; *Winona,* Canada Steamship Lines, October 19; *Canadian Sapper,* Canadian Government Merchant Marine, October 29.

To Barbados, Trinidad, and Demerara.—*Canadian Beaver,* Canadian Government Merchant Marine, Ltd., October 8; *Canadian Gunner,* Canadian Government Merchant Marine, Ltd., October 22; *Canadian Harvester,* Canadian Government Merchant Marine, Ltd., Nov. 2.

To Nassau, Kingston, and Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., October 18.

To Australia and New Zealand.—*Canadian Planter,* Canadian Government Merchant Marine, October 15; *Canadian Cruiser,* Canadian Government Merchant Marine, October 23; *Orari,* New Zealand Shipping Co., November 10.

To India.—A steamer, Ellerman-Bucknalls Steamship Co., October.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., October 16 and November 3.

From Quebec

To Liverpool.—*Empress of Britain,* Canadian Pacific Ocean Services, Ltd., October 4; *Megantic,* White Star-Dominion Line, October 8; *Empress of France,*

Canadian Pacific Ocean Services, Ltd., October 18; *Canada,* White Star-Dominion Line, October 22; *Vedic,* White Star-Dominion Line, October 29; *Empress of Britain,* Canadian Pacific Ocean Services, Ltd., November 1; *Megantic,* White Star-Dominion Line, November 5.

From Halifax

To Liverpool.—*Sachem,* Furness, Withy & Co., October 12.

To London.—*Comino,* Furness, Withy & Co., October 16.

To Glasgow.—*Lexington,* Furness, Withy & Co., October 2.

To Manchester.—*Manchester Exchange,* Manchester Line, October 11.

To Guantanamo, Santiago, Manzanillo, and Kingston (Jamaica).—*Caledonia,* Pickford & Black, October 5.

To Santiago and Jamaica.—*Nevis,* Pickford & Black, October 19.

To Bermuda, British West Indies, and Demerara.—*Caraquet,* Pickford & Black, October 14; *Chaudiere,* Pickford & Black, October 28.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* October 5 and 19.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, October 8; *Niagara,* Canadian-Australiasian Line, November 12.

To Auckland, Wellington, Dunedin, Melbourne, and Sydney.—*Waihora,* Canadian-Australasian Line, October 12; *Canadian Scottish,* Canadian Government Merchant Marine, October 15; *Canadian Transporter,* Canadian Government Merchant Marine, November 5.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Ocean Services, Ltd., October 22.

To Yokohama, Kobe, Nagasaki, Shanghai, Manilla, and Hong Kong.—*Canadian Winner,* Canadian Government Merchant Marine, October 2; *Empress of Asia,* Canadian Pacific Ocean Services, Ltd., October 13.

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius,* Blue Funnel Line, October 14; *Tyndareus,* Blue Funnel Line, November 4.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, November 15.

To Kobe, Shanghai, Hong Kong, and Manila.—*Melville Dollar,* Dollar Line, October 23.

To Southampton and Glasgow.—*Moliere,* Royal Mail Steam Packet Company, October 20.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Ixion,* Blue Funnel Line, October 7; *Talthybius,* Blue Funnel Line, October 28; *Tyndareus,* Blue Funnel Line, Nov. 18.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

P. Roy. Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

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(*Minister of Trade and Commerce*)

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WEEKLY BULLETIN

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EXAMINATIONS NECESSARY FOR APPOINTMENT TO THE COMMERCIAL INTELLIGENCE SERVICE

By H. R. Poussette, Director, Commercial Intelligence Service

A letter has been received from the Secretary of the Civil Service Commission on the subject of the results of the last competitive examination, which was held in May in connection with the appointment of four Junior Trade Commissioners to the Commercial Intelligence Service. As the subject of the letter is not only of considerable importance to the Commercial Intelligence Service (particularly in view of an approaching examination), but may be also of no little interest to educationalists in this country, it is printed below with the permission of the Secretary of the Civil Service Commission:—

Civil Service Commission, Canada,
Office of the Secretary,
Ottawa, September 28, 1921.

Dear Mr. Poussette:

The results of the competition held recently for the position of Junior Trade Commissioner in the Department of Trade and Commerce have been disappointing. The competition was given wide publicity. It was advertised in the *Canada Gazette,* notices were displayed in the post offices and other public places throughout Canada, the universities and other educational and technical institutions circularized. Yet only 75 candidates made application, and of these but 69 took the written examination. It is evident that Canadians are not yet aware of the importance of the service to which the position of Junior Trade Commissioner is the entrance, and the highly honourable and well-paid appointments to which it leads.

The greatest disappointment, however, lies in the remarkably small number who qualified as eligible for appointment. Only sufficient were secured to fill the four vacancies, whereas it had been hoped to establish an eligible list from which future appointments could be made. As it is, another competition will have to be held. The written papers displayed a very low average of general knowledge. In setting the papers it was determined to wholly avoid academic lines. The requirements of the position were considered closely and the examination confined to a test of general knowledge, such as any man between the ages of 21 and 30 with the equivalent of a university degree and some experience in business, should possess; in short, such knowledge of Canadian trade and commerce, exports and imports, exchange and business as the intelligent man who keeps closely in touch with current events and news acquires without effort, and such matters as might arise in daily discussion, and are treated of almost daily by the press, with such information regarding Canadian manufactures and products as should be within the ken of any young man who has passed through high school.

The papers as a whole showed a really lamentable ignorance on these subjects, and yet each of the competitors was either a university graduate or considered himself to possess education equivalent thereto. It would appear that education in Canada, on which we are wont to pride ourselves, does not as yet fully equip the individual with that general knowledge so necessary to success in the commercial world. Can it be that our universities and other educational bodies are limiting their efforts to turning out men trained for the one pro-

fession or occupation only, with viewpoint narrowed to that alone, with minds unaccustomed to absorb general knowledge? Or is it that the Canadian, on the so-called completion of his education, once entered into business, so concentrates on his own particular line that he does not interest himself in anything else? Perhaps the truth lies half way between these two hypotheses. At all events it is evident that in the higher education little attention is paid to affairs of Canadian trade and commerce, or to encouraging the acquisition of general knowledge of the outside world.

The questions set were such that no inside knowledge of the Commercial Intelligence Service of Canada was requisite, with perhaps one exception: "What are the functions of the Commercial Intelligence Service of Canada?" And any thinking, reading man could give an intelligent answer to that. Judging from many of the answers, the candidates had no ideas as to what the Service was and could formulate none. Yet one would have thought that the first thing that would strike a candidate on entering the competition would be the necessity of finding out from the Department of Trade and Commerce, if he did not know, the exact functions of a body of which he hoped to become a member. Not that of necessity such a question would be put, but surely the intelligent man wishes to know about a service he proposes to enter.

It is suggested that a campaign of propaganda be instituted among Canadian educational bodies with a view to informing them and giving the students instruction as to the objects and requirements of the Commercial Intelligence Service. A special bulletin might be issued and distributed to the Canadian universities, to the Provincial Departments of Education and Provincial Normal and Training schools and other educational institutions, with the request that the attention of students might be drawn to the Service. Institutions making a specialty of commercial training would, doubtless, be glad of information regarding the Commercial Intelligence Service and would arrange their curriculum so that some preparatory training or education might be provided for those with such service in view.—Yours truly,

(Sgd.) Wm. Foran, *Secretary.*

H. R. Pousette, Esq.,
Director, Commercial Intelligence Service,
Department of Trade and Commerce,
Ottawa, Ont.

As stated, the aim of the examination was not to test the academic knowledge of the candidates, that being assumed to be unnecessary, but only to ascertain their suitability for entrance into the Commercial Intelligence Service with a view to their eventually becoming Trade Commissioners. For the proper consideration of the subject, a copy of the examination papers as set last May is appended herewith.

It is perhaps contrary to the popular conception of a Trade Commissioner, that particular ability or attainments are required in the carrying out of his work, but as a matter of fact if he is to be truly successful, he must be possessed of certain qualifications which, if not exceptional, at the same time are not always present. It is very desirable that a Trade Commissioner have a sound, liberal education, and a thorough knowledge of the English language. He should also have initiative, imagination, abundant energy and enthusiasm, combined with tact, address and pleasant manners.

Probably very few realize how comprehensive are the duties which a Canadian Trade Commissioner is called upon to perform, and the versatility required to success-

fully execute them. He is expected to answer intelligently questions in regard to practically any commodity which is produced in Canada, and exported abroad. Not only may he have to answer in many cases technical questions on such widely divergent commodities as boots and shoes, pianos, railway rolling stock, electrical material, men's furnishings, canned fruits, etc., but it is also necessary that he be able to write reports on these commodities, dealing sufficiently specifically with them that exporters may be able to estimate the possibilities of a market, and also to appreciate the difficulties connected with competing in it. A Trade Commissioner is expected to understand a good deal in regard to the intricacies of exchange, the many details connected with packing, with marking, with the preparation of documents, and with the financing of exports.

In the cases of misunderstandings between Canadian exporters and foreign importers, a Trade Commissioner may be called upon to arrange these differences, and such a mission requires at times considerable tact, and no little knowledge. He is expected to know a good deal about shipping, about railway transportation, and what is very important, the intricacies and peculiar characteristics connected with foreign markets, each of which has its own. In a word, he is expected to be thoroughly up in every phase of export trade, and the many details inseparable from it. Further to this, in the small countries, Canadian Trade Commissioners are expected to know personally practically every importer of any standing, and as many as possible in the large markets.

The above it is hoped will convey some idea of the work which Canadian Trade Commissioners are called upon and expected to carry out with complete satisfaction. It may therefore perhaps be seen that if the Commercial Intelligence Service is to be an effective instrument in the promotion of Canada's trade interests abroad—and the aim is to make it a very effective instrument for this purpose—it will be necessary to recruit it from the ranks of intelligent, patriotic and energetic young men. Canada produces these men in abundance, the only problem is to attract sufficient number for the needs of the service.

The Service opens an interesting, attractive and honourable career to a young Canadian. For those who are not familiar with the functions and aims of the Commercial Intelligence Service, it may be stated that primarily it is maintained for the purpose of assisting the development of Canadian exports, although it is considered that anything that concerns Canadian commercial interests abroad, properly comes within the purview of its duties. The successful candidate on being admitted into the service, enters as a Junior Trade Commissioner, on probation, the office of the Director, Commercial Intelligence Service, for a period of preliminary training which may be extended up to two years. If he shows adaptability for the work, he is promoted to be an Assistant Trade Commissioner and sent to one of the offices abroad, for still further training and experience under a Trade Commissioner. If after a reasonable period he shows himself as suitable for a higher appointment, he is promoted to an office as a vacancy occurs or a new one is opened. At the present time there are some nineteen Trade Commissioner offices scattered over various parts of the world, one in the United States of America, five in the British Isles, four in Europe, two in the West Indies, two in South America, and one each in Japan, China, Australia, New Zealand and South Africa. Three additional offices at Kingston, Jamaica, Calcutta

and Singapore, will be opened before the end of the year, and it is probable that if Canada's export trade continues to expand in the future as it has in the past, still more offices will be required, in those portions of the Globe not yet covered.

From the above it will perhaps be appreciated that a Canadian Trade Commissioner can do an immense amount to advance the commercial interests of the Dominion through the medium of its export trade, and a Junior Trade Commissioner entering the Service may therefore look forward to a career which promises fair remuneration, a wide experience in men and countries, and such an opportunity to directly serve his country as is vouchsafed to few.

Appended are the examination papers.

Civil Service of Canada

Examination for Positions of Junior Trade Commissioners

PRACTICAL QUESTIONS—PART I. TIME: 2½ HOURS

Values.

15 1. Draw roughly outlines of the Eastern and Western Hemispheres. In the former, show by dots the location of London, Petrograd, Hamburg, Paris, Rome, Port Said, Capetown, Aden, Calcutta, Melbourne, Shanghai, and Singapore; and in the latter, London, Ottawa, New York, Rio de Janiero, Valparaiso, Panama, and Vancouver.

20 2. If you were appointed a Trade Commissioner and sent to open a new office in Calcutta,
- (*a*) What action would you take before leaving Canada?
- (*b*) How would you proceed after arrival in India, and to what would you devote your attention in the first two or three months?

15 3. Assuming that you are a manufacturer of office desks and desire to export your product to New Zealand,
- (*a*) How would you set about it?
- (*b*) Write a letter to Robert Johnson & Co., Auckland, who, you are informed, are in the market for office desks.

15 4. What are the functions of the Commercial Intelligence Service of Canada?

10 5. What are the chief exports of the following countries: Denmark, Argentina, Jamaica, South Africa, India, Japan?

25 6. Write an essay, of not less than 500 nor more than 1,000 words, on the principles of extension and maintenance of Canadian export trade.

100

PRACTICAL QUESTIONS—PART II. TIME: 2½ HOURS

Values.

25 1. The manifest of a Canadian merchant vessel loading at Montreal for Rio de Janiero shows a portion of the cargo to be made up of:

Office Furniture,	Knitted Wear,	Stoves,
Domestic Furniture,	Lumber,	A Locomotive,
Office Supplies,	Canned Lobster,	Crockery,
Biscuits,	Canned Salmon,	Tableware.
Oatmeal,	Newsprint Paper,	
Raw Flax,	Barbed Wire.	

- (*a*) In what part of Canada are these articles manufactured or produced?
- (*b*) Which of them are produced in the Province in which you reside?
- (*c*) Where is the raw material for the manufactured articles produced?

10 2. Define: Bill of Lading, Invoice, Consular Certificate, Par of Exchange, Port Fees, Ad Valorem Duties, Favoured-nation Preference.

20 3. (*a*) What are the influences that cause exchange to rise and fall?
- (*b*) Do you think that the Canadian dollar will appreciate or depreciate still further in comparison with the U.S.A. dollar? State, briefly, the reason for your conclusion.

15 4. How does the rate of exchange affect trade between Canada and the United States?

15 5. From what particular lines of imports does Canada derive the greatest general benefit? Give examples and reasons.

15 6. What do you consider as the fundamental rules which should guide any Canadian firm desiring to operate in and cultivate a foreign market?

100

DEMAND FOR WHEAT AND FLOUR IN CHINA

Mr. J. W. Ross, Canadian Trade Commissioner at Shanghai, China, sent the following cablegram on September 29: "China wheat crop short. Demand for wheat and flour. Rate of exchange favourable."

THE ITALIAN SITUATION

Trade Commissioner W. McL. Clarke

Milan, September 3, 1921.—Over against the outstanding factors in Italy's social and economic life which may be briefly stated to be the industrial slump, increasing unemployment, the enlarging of the adverse trade balance, the falling off in the remittances from emigrants, an exchange depreciated to about one-quarter of its normal value, and a huge national debt, there must be placed in contradistinction the favourable and encouraging features in the present situation at the first of September. To summarize, these latter may be referred to as an improved politico-social condition, a very marked reduction in the number of strikes, an increasing investment of capital, a rising tone in the share market, a notable improvement in public finance, a considerable withdrawal of paper currency, an upward tendency in the exchange, a continued heavy tourist traffic, and a bumper wheat crop for this harvest. The foregoing topics are discussed in the paragraphs which follow. A word is also added concerning Germany's increasing trade with Italy and the inference which Canadian exporters may draw therefrom.

THE SOCIAL SITUATION

Standing out most prominently in Italy's social life during the last two months is the pact signed in early August by the leaders of the Fascisti and Socialist parties declaring their agreement to terminate the punitive campaigns carried on throughout the country by these two groups during the preceding months. Although this treaty has not been adhered to in certain sections of Italy, yet there have been, as a consequence of this mutual understanding, far less social disturbances in August than in July and June. Because, however, certain ultra-fascisti elements have broken the pledged faith of the party provoking socialist retaliation, the national leader has resigned from the direction of the Fascisti and refuses to return unless the signed agreement is no longer regarded as a scrap of paper. It would seem from evidence at hand that the bulk of the party take the stand of their leader, but no definite pronouncement can be made until the general congress of the Fascisti meets towards the end of September. Conciliatory and moderating forces are at work and it is generally expected that social goodwill will prevail.

THE POLITICAL SITUATION

The Government, both by its action in bringing about the negotiations which led to this agreement and in demanding of the prefects (the lieutenant-governors of the provinces), a rigorous discipline in actual or suspected cases of social annoyance, has strengthened itself in the eyes of the people. Moreover, the Government's delegation at the August Conference in Paris was also able to secure a better financial allotment for Italy in connection with the payment of the ex-enemy's indemnity and this concession has psychologically added to the Government's prestige at home. Its most popular action, however, among the business community has been the Government's decision to withdraw the legislative measure making compulsory the inscription of all private securities. Nominative shares are very unpopular in Italy, where

only bearer securities are practically negotiable. Fearing the tax-collector, moreover, if such a bill was put through, the Italian share and bond holders were against the measure and therefore against the Government, which in yielding to the pressure brought to bear against the project has temporarily at least won the support of the shareholding class in Italy. The present political situation therefore reveals the two months' old Bonomi Government strengthening its position.

THE INDUSTRIAL SITUATION

July and August have seen composed several industrial differences which were threatening. A very extended cotton strike was averted, although this week fresh dissatisfaction has shown itself among the cotton workers who claim that they accepted a 20 per cent reduction in wages when production was sagging and the cost of living apparently going down. Now that cotton manufacturing is beginning to pick up again, and that the cost of living curve is not descending but inclining, these cotton operators claim a new adjustment of the wage schedule. A general strike among the cotton workers, however, has not yet been called and negotiations are taking place which will probably effect a settlement. The woollen industrial workers, on the contrary, have partially gone out on strike this week against the decision of the manufacturers to reduce wages. As the industry includes some 50,000 operators, this strike if it should become general would be quite disturbing. The entrepreneurs in this case point out that the costs of production must be brought down in the woollen industry, in order that locally manufactured goods will be in a position to compete at home and abroad, and as labour costs represent in this industry at present about 40 per cent of the total cost of production, the owners claim that a wage cut must be made. As an important section of the woollen workers are still willing to discuss the points at issue, and as the strike, though three days old, is by no means general, it will probably not become serious.

STRIKE SPIRIT DYING DOWN

On the whole, however, several industrial disputes during June, July and August did not develop into what would have only been ill-advised strikes; and in fact the strike spirit is dying down. This is the more evident when there is taken in consideration that during 1920 Italy lost altogether some 16,000,000 working days through the 1,881 strikes which took place and which included 212 textile strikes, 203 metallurgical strikes, and 137 strikes among transport workers. Agricultural strikes were also most common occurrences. Over against these 1,267,953 strikers in 1920, or an average of 105,000 per month, there were only some 11,000 on strike at the beginning of August.

UNEMPLOYMENT

The latest unemployment figures are those for July, and indicate that some 25,000 more were during that month added to the non-working category. The total number of unemployed is now given at 413,747, of which 315,602 are men and 98,145 are women. This out-of-work class exists especially in the province of Lombardy (91,603), of which Milan is the capital, and in the Venetian (89,026) and Piedmont (65,154) provinces. The proportion of increase during August is not thought to reach the July figures.

MANUFACTURING DEPRESSION

Although all the principal Italian industries are endeavouring to weather the industrial crisis by working shortened hours and with a reduced staff, the most

seriously situated industries are those belonging to the metallurgical group. The laid-down costs of the necessary raw material, practically all of which Italy must import and now too with a greatly depreciated exchange, the higher manufacturing costs at home—for 1920 these were some 500 lire more per ton than the average cost of production abroad—and thirdly, foreign competition especially from German producers, are considerations which give rise to a certain amount of anxiety as to the future of the Italian metallurgical industries. From the Italian viewpoint the most favourable symptom in the situation is considered to be the higher protective duties assured this industry by the new Customs Tariff. At present, however, the Italian iron and steel industries are only in a state of semi-activity. A state subsidy of 200 million lire is being given to the shipbuilding industry, but it is argued with considerable cogency by local economists that this allocation, in view of the present shipping glut and the situation of the Treasury, could have been invested more profitably elsewhere, or better still not spent at all.

It seems most unfortunate that both the cotton and woollen industries should again find themselves in an industrial imbroglio just when both of these trades, especially the former, were awakening from their several months' lethargy. Provided the threatened strikes do not assume grave proportions and retain their isolated phase, there are evidences which indicate that the textile industry will become increasingly busy during the fall and winter months. The new raw cotton buying season for example has just opened, and the opening purchases were encouraging. Although an improvement is occurring in the chemical trade, Italian manufacturers are reported to be suffering considerably through German competition.

In view of the depression now attacking indiscriminately all the principal Italian industries, it is interesting to note the solution put forward by the new Minister of Industry in his early August address to the Chamber: (*a*) An immediate reduction in the cost of living; (*b*) a lowering of manufacturing costs; (*c*) the intensifying of export trade; and (*d*) the general acceptance on the part of the workmen of smaller wages, and on the industrialist and middlemen, of smaller profits. Helpfully suggestive though the minister's speech was, only the next few months will tell just what effect this and other similar economic pronouncements have had.

INVESTED CAPITAL IN INDUSTRY

The latest statistics show that during the month of May some 400,000,000 lire was the net increase for the month in the capital invested in commercial and industrial enterprise, while some 87,000,000 lire was withdrawn through liquidation, fusing and the reduction of capitalization. Some thirty-three companies failed during May representing 35,236,000 lire of capital. The net increase, however, for the month is nearly equal to the average monthly increase of last year, when some 5 billion lire altogether was similarly invested, and which was approximately equal to the total invested capital in commerce and industry in the whole of Italy before the war. At the close of 1920 such capitalization reached the sum of 17,683 million lire. It may be noted that the 1920 showing was twenty-five times greater than the average annual pre-war investment and more than three times the average annual investments of the quinquenniad 1915-19.

IMPROVEMENT IN SHARE QUOTATIONS

Though industrial and commercial undertakings have been attracting large amounts of capital in Italy there has been, since the first of 1920 especially, a general decrease in the prices of the stock and shares listed on the Bourse. This falling market included all the principal trading groups as well as Government securities, and became particularly evident at the end of the half-year owing *inter alia* to the industrial and commercial crisis, the excess war profits tax, and the threatening enaction of the bill making all shares nominative. Since the opening of the Bourse,

however, on August 22 after the summer holidays there has been a slight but perceptible improvement in the majority of quotations, and now that the Government has changed its intention in the matter of compulsory inscription, and that the economic situation of the country seems to be gradually improving, the Bourse anticipates a firmer and rising share market.

THE FINANCIAL SITUATION

Italy's financial year, which closed on June 30, showed a deficit of some 10,300 million lire or 4,000 million less than was anticipated a year ago. For this the cancellation of the grain subsidy is largely responsible. But also contributing to the curtailment of the budgetary deficit was the considerable increase in the State revenue which amounted altogether to some 12,600 million lire. Leaving aside 1,700 millions of this which are classified under the head of minor or miscellaneous items, comparative statistics show that the principal items—viz. income taxes, stamp and concession taxes, industrial monopolies, lottery and commercial monopolies—yielded an increase of 3.582 million lire over corresponding revenue for the preceding fiscal year. The Finance Minister in his recent budgetary speech to the Chamber estimated the deficit for the current fiscal year 1921-22 at 4,262 million lire. This estimate if realized will be a substantial reduction, and will lessen the heavy load the Treasury is carrying, although it is evident that until ordinary revenue and expenditure balance the public debt goes on increasing. At the 30th of June of this year this stood at 106,621 million lire, having increased from 98,000 million lire since October 31, 1920. Of Italy's total public debt some 22,000 millions are stated to be foreign indebtedness, which at the present exchanges is virtually 80,000 million lire. In addition there exists 84,000 millions of internal debt, of which 50,000 millions are funded, 25,000 millions Treasury bills and bonds at short dates, and 9,000 million paper notes issued by the banks on account of the Government.

Italian paper issues at the end of the past fiscal year June 30, 1921, amounted to 19,827 million lire as against 22,000,900,000 lire at the end of December, 1920, or approximately a reduction of 2,200 million lire in six months. As the pre-war paper issues totalled on March 31, 1914, 2,600 million lire, the paper currency had increased to eight and a half times its pre-war amount by the end of the last calendar year. If 100 is taken as the index number for the amount of pre-war paper issues current in Italy, the index number at June 30, 1921, would be 762·5. Provided further note issues, however, are not forthcoming, Italy has made a good beginning in the withdrawal of the paper currency.

PRESENT IMPROVEMENT IN EXCHANGE

The Italian lira has appreciated this last week and the American dollar is to-day quoted at 21·92 on the Milan Bourse. On the first of July the dollar was quoted 20·24, but the lira weakened during the month and reached as low as 24·19, although on the first of August it had risen again to 23·24. During August the lira again dropped to over 24 to the dollar, but the improvement this last week has been appreciative and may in part be due to the recent reports on the grain harvest in Italy, which indicate that Italy will require less imported wheat than last year. The local sugar crop is also estimated to be sufficient for the coming year's requirements. Despite this present bettering of exchange, it would seem that among other factors the autumn buying of Italy's raw materials, the most important item of which is cotton, will tend to handicap any permanent convalescence at present in the Italian exchange.

FOREIGN TRADE SITUATION

The most recent trade statistics published (January-May, 1921) show that Italy is buying more and selling less than in the corresponding period of last year. Imports

for the first five months of 1921 amounted to 6,526 million lire over against 6,340 million lire for the same period of 1920, i.e. an increase of 186 million lire. On the other hand, Italian exports during the first five months of 1921 were valued at 2,677 million lire, as contrasted with 3,138 million lire during the similar period of 1920, i.e., a falling off of 461 million lire. It is thus evident that, whereas Italy's unfavourable trade balance for the first five months of 1920 was 3,202 million lire, it is this year 3,848 million lire for the corresponding period, or that is an increase of 646 million lire. During this period Italy has been buying principally more coffee, sugar, cotton, maize, wheat, rye, oats, dried vegetables, mineral oils, coal, oil seeds, glassware, phosphates, lumber, paper, fish, cattle and malt. These items, as are seen, are mostly food products and raw material and have been indispensable to the country's requirements. What manufactured goods have been imported are to some considerable extent those which can be purchased cheaper from abroad than the high costs of production allow at home.

NEW TARIFF MAY REDUCE IMPORTS

It is yet too early to see the effect on Italian imports of the new customs tariff which came into operation on the 1st of July. Its advocates, however, declare this higher protection will be a most important factor in ameliorating the adverse trade balance.

Be that as it may, to assist in adjusting Italy's trade balance have always come forward normally the remittances of emigrants, and these bulked up very largely last year, increasing from 494 million lire in 1919 to 982 million lire in 1920. There has been, however, unfortunately for Italy, a heavy decline in this income during the first six months of 1921, the remittances over this period reaching only some 380 million lire. The bettering of the Italian exchange on the American markets, the increasing disoccupation from which Italians resident abroad have not escaped, and the growing reduction in wages paid also to overseas Italians, explain largely the falling off in the savings remitted.

Tourist traffic on the other hand continues very large, and the foreign money converted into lire and spent in this way assists in cancelling a very considerable part of the visible trade balance.

GERMAN EXPORTS TO ITALY GAINING

The most significant feature of the trade returns just referred to is the reassertion of Germany's commercial pressure in supplying Italian imports. The three principal sources from which Italy drew her imports in the five-month period under review were the United States, Great Britain and Germany, in the order named. But whereas American imports increased 20 per cent over those of the corresponding period of last year, and whereas English imports fell 41 per cent, German imports increased 107 per cent. The gain deserves attention and merits reflection.

German manufactured goods are appearing in increasing quantities on the Italian market, and German firms are losing no time in ingratiating themselves with Italian importers. The writer happens to know of a large iron and steel merchant in Milan who has recently been offered a large shipment of iron and steel products on a consignment basis. "Pay when you sell and as you wish; we trust you," was the substance of the German offer. Similar treatment the writer knows personally is being offered to chemical and other importers. Only last week this office was in touch with a large importer of paper-making machinery, and when approached concerning a Canadian product, the importer replied that he was representing a German house and had no idea of changing. Of course German exchange, as has so often been pointed out, is a big inducement to buyers, but if such favourable and other alluring trading terms are indefinitely continued by German houses—and they perhaps more than other world traders know best how to appeal to the foreign buyer—it will be increasingly

difficult for other export countries to meet this competition. There are evidences in many of the leading newspapers that not a few Italians resent very greatly what they call this Teutonic invasion of the market with all kinds of German products, and foresee therein a very potential and actual menace to Italy's industrial position.

GERMAN-ITALIAN COMMERCIAL AGREEMENT

Exchange and favourable trading terms have given Italian buying a tendency in the direction of Germany, and now this tendency has just been state-sanctioned by a nine-months' commercial agreement signed between Italy and Germany, which pledges each government respectively to facilitate imports into Italy and exports to Germany of a very large number of products. It is presumably drawn up to pave the way for a commercial treaty. It will therefore be interesting to watch the operation and development of this commercial *rapproachement*, especially as Germany's peaceful penetration of Italy before the war had honeycombed her industrial, financial and commercial life.

WHAT CANADIANS CAN DO

Unless Canadian exporters now take the trouble to follow out the principles of modern export practice—which fundamentals have repeatedly been pointed out by different Trade Commissioners in official despatches and in correspondence—the writer is apprehensive that Italian buying will for the most part go elsewhere. Worn-out export trade methods in this competitive market will only be generally difficult in operation, wasteful in energy, and futile in results. Now that Canada and Italy are bridged by a direct monthly steamship service, which the Canadian Pacific Ocean Services and the Navigazione Generale Italiana inaugurated at the end of July, there seems for example small excuse for Italian firms receiving f.o.b. quotations inland Canadian town. Let the Canadian foreign trader and the exporting manufacturer in their price quotations, in their choice of correspondence language—French is always to be preferred to English—in their submission of weights and measures, in their coming to the country, and finally in their catering to the specific tastes and requirements of the Italian market, act intelligently and sympathetically and they will bring their goods into this country. Never as now does the golden rule of foreign trade need to be practised. That same fair and intelligent treatment which a manufacturer expects and can demand at home, let him apply to his dealings with importers abroad, for so teach business economics and modern export principles.

DIMINISHED FLAX ACREAGE IN IRELAND

Following a recent official survey of the acreage in Ireland under flax during the present season it is announced that the growing area is 40,000 acres, as compared with 127,000 acres last year, reports the American consulate at Belfast. The reason for the decreased acreage this year is to be found in the reaction of farmers from the artificial stimulus afforded by a Government bounty, now withdrawn, and by the contribution by the linen manufacturers themselves of the sum of £630,000 to the flax growers as an additional bonus during 1919 to promote the growth of flax at a time when linen products were commanding phenomenal prices.

Manufacturers are unable to forecast the result of this flax shortage upon the linen market in the near future. There is much flax, they assert, in the hands of farmers, unsold, which is being retained in the hope of higher prices. They claim that, in view of world-wide depression in business, they are unable to sell linens at remunerative prices or to create a demand for flax at such a price as will induce the farmer to sow the normal acreage. Everything depends upon a return of business to its usual volume. Should this condition arise suddenly, the flax shortage would become acute, as it is claimed that the quantity held in reserve by the farmers would not supply the Belfast mills for a period longer than three months were they all to resume work at full capacity.

INDUSTRIAL CONDITIONS AND TRADE OPENINGS IN BELGIUM

Trade Commissioner A. S. Bleakney

Improvement in Industrial Situation

Brussels, September 20, 1921.—The last fortnight has witnessed a substantial improvement in the general commercial and industrial situation in Belgium. While this is in a considerable measure due to Government orders to Belgian industry, forecasted some time ago and including 42,000 tons of rails, the Congo, China and Spain have also contributed important orders to the metallurgical industry. The Ateliers de Construction de la Meuse have received orders from the Belgian and French Governments sufficient to provide two years' work. Many rolling mills and several furnaces are resuming work. In general there is a resumption of activity which should help materially in restoring confidence and increasing the purchasing power of the country. In the cotton trade, the tendency is to higher prices. The increased demand for the finished goods has reacted favourably on the spinning industry, where conditions are much improved. A much better tone is noted on the financial bourse, Belgian industrials generally showing improvement.

Recuperation of Diamond Industry

An interesting indication of improvement is the revival of the diamond industry. As a *commerce de luxe* this trade has a particular significance. Great animation is reported at the diamond headquarters in Antwerp. Seven thousand workmen are now employed, and the number idle has been reduced to less than two thousand. Foreign buyers are very much in evidence and considerable transactions are reported.

Glass Industry and Labour Difficulties

The market for window glass shows a better tone. Considerable sales are reported for the United States and China, but complaint is made of German competition. Certain glass works report a return to activity, and the Verreries Mécaniques de Charleroi, which were recently declared bankrupt, have been reorganized. Labour in this industry is, however, somewhat restive, and as a consequence a considerable number of orders have recently been declined by certain works. These companies after the armistice made great profits and are generally in a strong position. In crystal ware, there is still much stoppage of work largely due to labour troubles.

Import Business

Arising out of improved business conditions and as a result of the unusual drought during July and August, there is at present a strong demand for Canadian canned goods. This includes canned salmon (pinks and chums), canned fruits, pears, apricots, canned and fresh apples, corned beef and meats, condensed milk, honey, cheese, butter, eggs, and generally all food products. The tendency is already towards higher prices. The difficulty in the import business at present is in the financing of shipments. Most Canadian firms require confirmed and irrevocable credits before shipment. The banks here generally require a deposit of 50 per cent of the credit in cash or bonds from date of advice. This means that the importer's money is in many cases tied up for two months, to allow for shipment, and he in turn requires to allow 30 days' credit on his own resale. There is consequently much more inducement to purchase Dutch cheese than Canadian. The remedy appears to lie in closer acquaintance between buyer and seller, resulting in more confidence and less inelastic terms, or in bonded agency arrangements. The possibility of a co-operative sales office for Canadian canners in Antwerp also suggests itself.

Opening for Canadian Flax

This trade has a special interest for Canadians. Whereas last year the market was very bad owing to an overlarge area being devoted to flax, with consequent low prices, the reaction has resulted in a smaller area being seeded for this year's crop followed by a bad harvest. The conditions necessary for active trading have thus arisen. This week's market report shows many transactions and much activity, with an increase in price from 25 to 58 francs the bale for inferior qualities. Ground retted sells for 5.50 to 6.75 francs the kilo.; water retted from 6 to 9 francs. The best qualities go as high as 16 francs. In flax seed, the price has risen 5 francs since last week, dealers offering 95 to 100 francs the 100 kilos. Last year's Canadian export figures show 3,518 cwt. of Canadian flax shipped to Belgium, valued at $273,118. Canadian flax sold at a very good figure last year and was well spoken of, and there should be an opening here this year for larger quantities.

Market for Oilcake

There should be an excellent market this year for oilcake. With the importation of foreign flour, free since September 1, there will not be the same amount of by-products from local mills available for cattle. This, together with the lack of pasture resulting from drought, should result in increased demand for linseed oilcake. Of this commodity Canada exported to Belgium last year 13,571 cwt. valued at $49,199. Latest market reports show American linseed cake selling at 77 francs the 100 kilos. Oilcake is duty free.

Growing Market in Macaroni

There is a growing market for this article which should not be overlooked by Canadian manufacturers of macaroni. Some 159,700 pounds were imported direct last year from Canada, and this is certainly only a small percentage of the total imports through England. Italian macaroni is quoted at 220 francs per case of 10 kilos., while American brings 275. In the retail stores, the usual package is one of one-half kilo. (1.1 pounds), measuring about 8 inches by 3 inches by 3 inches. The labels are usually in one colour on cheap paper and are most unattractive. Canadian manufacturers would secure an advantage by paying special attention to the labels. Bulk goods come in 10 to 15 kilogramme cases.

Inquiries for Compressed Hay

Owing to the mediocre crops and the lack of good pasture, there have been several inquiries for Canadian compressed hay. This office would be glad to be kept posted on offerings of Canadian hay for export.

Hand Tools and Garden Implements

Canadian hand tools are already represented in Belgium, the types employed in Canada and shown in Canadian catalogues being pronounced by the trade as suitable for the Belgian market. There is no hand tool industry in Belgium, and at present, Germany appears to have conquered the market. A prominent dealer when interviewed, showed me prices on German articles of inferior quality but sufficiently good to sell, which were 30 per cent below Canadian prices. This importer said that several firms were holding on to American and Canadian agencies waiting for the dollar to drop. He says business will again be interesting when the dollar drops to eight francs. On the other hand, many importers are insuring themselves against a rise in the mark, he himself having bought one million marks, in order that he might benefit by German prices even when the mark improves. In hand

farm implements, such as hoes, rakes, forks, cultivators, etc., the situation is similar, although the competition is not so severe as in hand tools. Certain of these, of Canadian and United States origin, are being dealt in at present. The representative of a Canadian firm exporting these recently registered at this office and assisted.

Market for Canadian Flour in Belgium

The great bulk of Belgium's imported flour comes from the United States. In 1919, of a total importation of 6,441,272 kilos. of wheat flour, 6,411,514 came from the United States. In 1920, of 22,312,914 kilos., 22,231,809 was shipped from United States ports. For the first six months of this year there has been a tremendous falling off of shipments, only 107,813 kilos being registered as compared with 17,908,743 kilos. for the same period last year. Since the end of January this year, the price of hard winter first clear has dropped from 170 francs. per 100 kilos. to 108 francs at present. Recently the Ministère du Ravitaillement has been liquidating stocks with the view to winding up activities. These two factors have had their effect on importation.

Since 1st September flour has been removed from control. Prior to this date, the maximum price was fixed by the law of June 21 at 106 francs the 100 kilos. for flour of 75 per cent extraction, undressed flour 93.50 francs the 100 kilos. From this date (1st September) also the importation of flour is free, licenses being required as a check on quantities only. While flour was imported before September 1, it was largely for re-exportation to Germany.

The following prices were current for American flour on September 14:—

	Per 100 kilos. Francs
Fancy clear, in stock	111
Hard winter, first clear, in stock	108
" " " " loaded, September-October	105
Straights hard winter, in stock	118
" " " afloat	115

Canadian flour is actually being sold here at present, and an importer dealing in the Canadian product has kindly furnished certain pointers for Canadian millers desirous of selling in Belgium.

Bakers generally prefer hard wheat flour, whilst biscuit manufacturers mostly use soft flour. The grade mostly used is a flour of about 74 or 75 per cent extraction. While Canada enjoys at the present time the goodwill of the Belgian people, this is really not a factor in the flour trade, and there is no special reason why Canadian flour should be specially favoured. It must stand on its quality and on the facilities offered for its purchase. Quotations should be made in 100 kilos. c.i.f. Antwerp. They can be made in United States or Canadian dollars, but the benefit of buying in Canadian dollars should be clearly pointed out and is a good selling point. Importers generally will pay three days' sight against ocean ladings. Mills can draw directly on the buyers or on their bankers as per agreement.

Flour pays a duty of two francs per 100 kilos. There are no tedious customs delays. Flour can be taken away from the quay as soon as the duty has been paid. The firm concerned advised routing by Canadian Pacific Steamships, Ltd., as this line is the only one having direct sailings to Antwerp. The flour should be packed in jutes of 110 or 140 pounds.

It is doubtful if the Government will continue to deliver licenses when American flour will be cheaper than the home-milled article. The Belgian millers are trying to obtain a prohibitive duty on flour, and if foreign competition becomes too keen, it is generally believed they will receive some measure of protection.

At present the Ministère du Ravitaillement is still liquidating stocks of grain, only the flour having been disposed of. The former is, however, being sold at current

prices so as not to dislocate the open market. There is at present quite considerable contention as to the best type of flour to be used in the baking of bread. In an article appearing in *Le Soir* recently, it was pointed out by a medical authority that foreign flour made in modern rolling mills eliminated important quantities of oils, in the bran which is rejected, these oils containing elements necessary to proper nourishment. This article urged the use of whole wheat flour, such as produced in small local mills. This argument will probably be used by the Belgian millers in their campaign for protection.

Trade with Belgium Through England

In examining the Belgian figures of importation into Belgium for food products, it is noted that the figures credited to Canada are only a very small percentage of the amounts of canned goods of Canadian origin purchased in Belgium. Even the Canadian figures are most deceptive in this regard. For instance, the Canadian figures give 1,271 cwt. of salmon valued at $20,846 imported by Belgium last year. This amount does not cover the requirements of a single large importer. There is an enormous demand for this article, but in the past it has been largely supplied by English brokers. One reason for this is that banking facilities in London and Liverpool, in which Canadian banks are directly represented, are more convenient than in Belgian cities. There would appear to be a shortage of salmon in London at present, many brokers experiencing difficulties in filling orders. Belgian firms who are finding difficulties in getting deliveries from London are looking for direct relations with Canadian salmon packers. It would seem to be worth while for the Canadian salmon, lobster and fruit people to consider getting together and opening a joint agency in Antwerp for the disposal of Canadian canned goods. This would eliminate to a large degree the difficulty of arranging payment, with new and unknown inquirers. The volume of trade would justify such a course.

INQUIRIES FOR SPECIALTY TOYS IN MANCHESTER DISTRICT

Trade Commissioner J. E. Ray

Manchester, September 23, 1921.—It is believed by a number of toy importers interviewed that, if not so brisk as in former years of general prosperity, the approaching Christmas trade in toys will be on a satisfactory scale. British manufacturers are putting up a good fight against German competition, but it has to be conceded that, independently of price, the Germans are better toymakers than the British, and are thus likely to command a big share of the trade this year.

Canadian toys are known in Manchester and district, but the general opinion seems to be that the manufacturers of the Dominion will find formidable obstacles in both British and German competition. If Canadian makers can put on the British market a good "sleeping doll," there may be some hope of success. Its manufacture, however, is not simple. British makers of these little dumb children of Morpheus are not entirely successful, for many of the latter are minus the eyelashes, a defect immediately detected by the "little mother" making a purchase.

There appears to be an opening for Canadian manufacturers who can turn out animals on wheels, with a good iron frame and well-finished wheels.

Specialties, however, stand the best chance on the British market, and a large importer in Manchester is prepared to consider any such toys as contain a promise of sale. The name and address of the importer can be obtained by interested Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa (quoting file No. T.C. 2-115).

THE PORT OF LONDON

Trade Commissioner Harrison Watson

London, September 10, 1921.—The twelfth annual report of the Port of London Authority which has just been published deals with the twelve months ended 31st March, 1921, so that the statistics of shipping and trade reproduced indicate increases over the previous year, and do not reflect the present depressed conditions.

SHIPPING HANDLED DURING THE YEAR

The total net tonnage of vessels which arrived and departed with cargoes and in ballast from and to oversea countries and coastwise during the years ended 31st December, 1913-1920, was as follows:—

	Tons.		Tons.
1913	40,082,282	1917	18,053,002
1914	37,154,133	1918	14,564,008
1915	30,890,531	1919	26,335,191
1916	24,976,437	1920	32,758,604

The totals for the years 1914 to 1918 do not include the tonnage of many of the vessels engaged on Government service in connection with the war.

The net register and deck cargo tonnage of shipping which entered and left the Port of London and paid river tonnage dues during the twelve months ended 31st March, 1921 and 1920, respectively, was as follows:—

	1921		1920		Percentage Increase
Foreign—					
Inwards	11,141,442		9,538,454		16.8
Outwards	6,695,433		5,686,333		17.7
		17,836,875		15,224,787	17.2
Coatwise—					
Inwards	5,000,660		4,347,862		15.0
Outwards	1,482,714		1,326,928		11.7
		6,483,374		5,674,790	14.2
		24,320,249		20,899,577	16.4

The net increase was therefore 3,420,672 tons, of which 2,612,088 tons were in the foreign and 808,584 tons in the coastwise trades.

TRADE OF THE PRINCIPAL UNITED KINGDOM PORTS

The report states that the values of the total imports and exports (excluding coastwise goods) of the United Kingdom, and six principal ports, for the year ended 31st December, 1920, were as follows:—

	1920	1919	Percentage Increase
United Kingdom	£3,489,871,481	£2,589,540,889	34.8
London (including Queenborough)	1,005,276,386	819,864,989	22.6
Liverpool	1,091,657,022	827,986,112	31.8
Hull	172,951,919	148,023,115	16.8
Manchester (including Runcorn)	207,683,045	146,890,745	41.4
Southampton	88,509,359	41,046,404	115.6
Glasgow	158,126,941	110,248,762	43.4

DETAILS OF LONDON TRADE

During the twelve months ended 31st March, 1921, the Authority landed or received 2,872,903 tons of imported goods for warehousing or for immediate delivery, representing an increase of 6·4 per cent as compared with the tonnage dealt with during the previous twelve months.

The stocks at the end of March, 1921, in the warehouses directly controlled by the Authority amounted to 1,000,794 tons, as compared with 784,608 tons at the corresponding date in 1920, an increase of 216,186 tons. The average tonnage of stocks in warehouse at the end of each month exceeded that of the previous year by 233,499 tons.

The export traffic handled on the dock quays during the twelve months amounted to 726,237 tons, as compared with 737,783 tons in the previous year, a decline of 11,546 tons, and the only decrease recorded.

NEW WORKS AND IMPROVEMENTS

Details are given in the report of the progress of the Port of London Authority's improvement programme, but there is no item of importance to be noted, because the new dock forming the southern extension of the Royal Victoria and Albert Dock which was under construction during the year was not completed at the termination of the year under review, and although it was opened by the King in July, no reference is made to it in the report.

SHIP-REPAIRING AND ENGINEERING WORKSHOPS

Proposals were made during the year by Harland & Wolff, Limited, for the granting of facilities to enable them to establish in the Port of London extensive ship-repairing and other engineering workshops. The proposals involved the granting of leases to the company of sites on the Authority's property in the docks and on the riverside, the taking over of the Authority's existing shops with some of the staff, and the execution by the company on cost and percentage terms of such repair and constructional work as may be required by the Authority, and after investigation the offer has been favourably reported upon and it is hoped to effect a settlement in due course.

REDUCTION IN DOCK CHARGES

The Authority has kept under review the results of the last increase in dock and warehouse charges raising them to 150 per cent over the pre-war tariff, and in February last made a reduction of 25 points in the percentage addition which now stands at 125.

PILFERAGE

In view of the wide publicity which has been given to the question of pilferage of goods in transit, it seems interesting to note that during 1920, 842 persons were convicted of larceny and unlawful possession as against 934 in the previous year. Of these 320 persons were imprisoned, 410 fined, and 112 bound over or otherwise dealt with. Of the 730 sentences, 43·9 per cent were imprisonment and 56·1 fines. The sentences of imprisonment were considerably higher in proportion than in the previous year.

The Shipping Police Scheme established last year came into force on the 1st April, 1920, and by the end of July 116 officers and men, the full strength, were at work. As a result there is already a marked decrease in pilferage on ships in the docks.

The London Chamber of Commerce has appointed a committee to deal with this matter, on which the Authority is represented, and as a result of action taken it is stated that the Home Office are holding an inquiry upon the subject and will report in due course.

CENSUS OF GREAT BRITAIN, 1921

Trade Commissioner Harrison Watson

London, August 26, 1921.—The preliminary report of the census taken on the 19th June, now published, states that the population of Great Britain is 42,767,530. As no census was taken in Ireland, owing to the conditions prevailing, there is no official return for the whole of the United Kingdom, but as the figure for Ireland in 1911 was 4,390,219, it can be assumed that an addition of at least 4,000,000 can safely be made, which would bring up the total to somewhere about 47,000,000.

The details by countries and the percentage increase over 1911 are as follows:—

	1921	Percentage Increase over 1911
England	35,678,530	4.8
Wales	2,206,712	9.0
Scotland	4,882,288	2.5
Great Britain	42,767,530	4.7

The effects of the war are clearly visible in these results, because not only does the decennial increase show a heavy falling off from that of 1911, but is the lowest recorded since 1831, while the excess of 1911 over 1901 was already the lowest on record.

To the war is also attributable the increase in the number of females over males. The population of Great Britain in June was made up of 20,430,623 males and 22,336,907 females, a female surplus of nearly 2,000,000, the proportion having risen from 1,068 per thousand males in 1911 to 1,095 in 1921, the preponderance being greatest in England, 1,101 females to every 1,000 males.

POPULATION OF THE CITIES

Before proceeding to the figures of population of the cities, it is interesting to note that as in most countries the tendency is to migrate from the country to the city, although the postponement of the taking of the census from April until June has distorted the actual position in so far that the population of seaside and other holiday resorts is credited with a large number of casual visitors whose permanent residence is in the cities, which accounts to a certain extent for the abnormal growth in places like Blackpool, Southend-on-Sea, Eastbourne, Bournemouth and Southport.

Another noticeable feature in connection with the large cities is the increase in suburban areas, to a great extent at the expense of the adjoining city. This last consideration certainly affects the position in London, where the administrative area controlled by the London county council has actually fallen from 4,521,685 in 1911 to 4,483,249 in 1921, and while Greater London (i.e., the area covered by the city of London and Metropolitan Police districts) has increased from 7,251,358 to 7,476,168, or a little over 200,000, it is certain that a very large number of people who earn their living in London have moved to outlying districts, which, although outside of the official jurisdiction of London, are really continuations of it from which there is no division, and the population really dependent upon the metropolis exceeds the already enormous figure of seven and a half millions by several millions more.

As illustrative of the urban movement, there are now 101 towns in England and Wales with a population of over 50,000, and 46 where it exceeds 100,000, of which the following are the most important, in rotation:—

London (City and Administrative County)	4,483,249	Bradford	285,979
Birmingham	919,438	Newcastle-upon-Tyne	274,995
Liverpool	803,118	Nottingham	262,658
Manchester	730,551	Portsmouth	247,343
Sheffield	490,724	Stoke-on-Trent	240,440
Leeds	458,320	Leicester	234,190
Bristol	377,061	Salford	234,150
West Ham	300,905	Plymouth	209,857
Kingston-upon-Hull	287,013	Cardiff	200,262
		Croydon	190,877
		Bolton	178,678

Six of the cities of over 100,000 (of which the largest, West Ham, possesses 300,905) are really suburbs of London.

Although Birmingham is officially the second city in England and Wales, its population is less than that of Manchester supplemented by Salford, which are really indivisible, and in any case the second city of the United Kingdom is Glasgow, whose population, although not included in the present statistics, had already passed 1,000,000 in 1911.

THE BRITISH EMPIRE

The Census Report also contains the following interesting figures of the census of 1921 in the principal countries of the British Empire. Unfortunately these do not include the statistics for Canada, which are not yet available:—

	1921	Percentage Increase over 1911
Great Britain	42,767,530	4.7
Australian Commonwealth (excluding full blooded aborigines)	5,426,008	21.8
New Zealand (excluding Maoris)	1,218,270	20.8
Indian Empire	319,075,132	1.2
Union of South Africa	1,521,635	19.2

FLOATING EXHIBITION OF BRITISH INDUSTRY

A specially designed exhibition ship, christened *British Industry,* will sail from the Thames in the summer of 1923 for the chief ports of the world, says the *Manchester Guardian Commercial.* She will proceed to the east coast of South America, calling at Bahia, Rio de Janeiro, Monte Video, and Buenos Ayres. She will then sail to South Africa, calling at Capetown and Durban, and thence to Australia, to Freemantle, Adelaide, Hobart, Sydney, and Brisbane. After calling at Wellington, Lyttelton, and Auckland, the ship will steer north by way of Fiji to Yokohama, Kobe, Shanghai, and Hong Kong. The homeward voyage will be via Manila, Saigon, Singapore, Batavia, Penang, and Rangoon. In India the ports to be visited are Calcutta, Madras, Colombo, Bombay, and Karachi, and later the vessel will make a short stay at Aden, Malta, and Gibraltar.

During a voyage of 18 months a distance of 43,000 miles will have been covered and 34 important trade centres visited, a stay of from a week to a fortnight being made at each place. Every detail of the equipment of this British trade ship, from the engines to the fittings and furniture, will be an exhibit of British workmanship at its best. She will have a gross tonnage of 20,000, and in her internal arrangements will differ from any ship that has ever been floated. There will be eight decks, four of which will be devoted to the exhibition proper. Arrangements will be made for forwarding fresh samples to meet the ship at particular spots. At each port reception committees will have been formed whose duties will be to make known the advent of the seaborne exhibition and to prepare lists of important firms and individuals.

A company called the British Trade Ship, Limited, has been formed with registered offices at 12, Grosvenor Gardens, London, S.W. 1, and a strong board assembled under the chairmanship of Earl Grey.

IMPORTS OF MANURES AND FERTILIZERS INTO NEW ZEALAND

Trade Commissioner W. A. Beddoe

Auckland, August 29, 1921.—New Zealand imports manures from various parts of the world, the most important of which is the phosphatic manure. This phosphate comes from the Nauru and Ocean Islands, recently acquired by the Imperial Government from the original owners in conjunction with the Australian and New Zealand Governments. Heretofore a large proportion of raw rock phosphate was imported from Egypt, and the French island of Makatea, in the Western Pacific.

The importance of this purchase will be estimated when it is stated that the price paid for the islands was £3,500,000 sterling, and under the mandate the output of the two islands was to be allotted in the following proportions: United Kingdom, 42 per cent; Australia, 42 per cent; New Zealand, 16 per cent. It was provided that phosphate not required by the three governments might be sold by the Phosphate Commission on behalf of the owners at ordinary commercial rates. These phosphates are of a high grade containing at least 83 per cent of phosphate of lime, and the price at which the rock is being supplied from these islands is £3 17s. per ton c.i.f. It is assumed by the business community that government importations will largely prevent the sale in New Zealand of phosphate from other sources.

The phosphate arrives in New Zealand in rock form and is milled to extreme fineness. The general impression is that the importation of manure in the future will run into some 50,000 tons per annum.

Manures and fertilizers arrive in New Zealand free of duty except 1 per cent primage. Details of the imports of manures into New Zealand for 1920 are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa (quote file No. T.C.-2-111).

IMPORTANT CHANGE IN ESTIMATING CUSTOMS DUTY IN NEW ZEALAND

Mr. W. A. Beddoe, Canadian Trade Commissioner in Auckland, New Zealand, writes as follows:

A notification has been issued by the New Zealand Government that—"On and after January 1, 1922, from countries having an appreciated rate of exchange (this really means conversion), computed with reference to the relative values of the sovereign and of the gold or silver monetary units of such countries, the goods will be assessed for duty at the banking rate of exchange (should be conversion), at or about the time of the exportation of the goods, as nearly as such rate can be ascertained."

This subject was discussed with the Collector of Customs and he states that it will become operative upon goods arriving here on and after January 1 next. The following example will illustrate what it means:—

To-day £100 worth of goods are assessed for customs purposes, if coming from Canada, at \$4.86 to the £. As to-day's Montreal rate is \$4.02 to the £., these goods if they arrived under the new conditions, would be assessed for duty at \$4.02 to the £., instead of \$4.86. This is a very important innovation.

HYDRO-ELECTRIC POWER DEVELOPMENT IN NEW ZEALAND

Trade Commissioner W. A. Beddoe

ESTIMATED EXPENDITURE NOW CONTEMPLATED

Auckland, August 29, 1921.—It has become the settled policy of the New Zealand Government to utilize the natural water-powers for the purpose of generating and supplying hydro-electric power. Broadly speaking, the scheme is divided between the North and South Islands. For the North Island it has been estimated that to utilize 160,000 horse-power, the cost will be £7,303,402. Since this estimate was made the Government contemplates that the expenditure of the North Island will, in consequence of enhanced cost of labour and material, exceed £10,000,000, and for the South Island scheme the cost will probably be almost as much.

ELECTRIC POWER BOARDS

The function of the Government in connection with hydro-electric supply consists essentially in the construction of main generation stations and the main transmission-lines and substations from which the power will be sold in bulk to the local distributing authorities. The latter will be left the duty of reticulation and retail sale.

The Government policy will be to throw upon local organizations practically the whole business side of the undertakings other than the primary generation, high-tension transmission, and sale in bulk.

These power boards are distinct from the power districts. It is intended that the power districts shall operate within certain specified areas. Appended will be found suggested power districts for the North and South Islands. Each of these districts may control half a dozen centres of population. Each district makes its own arrangements as to its boards, and it has been thought wiser to adopt a scheme where various local bodies establish a single electric power board. This is the board alluded to above which will ultimately conduct the business portion of supplying electrical energy.

The installation of electrical power and its ultimate application has been decided upon and will be carried out when the money market is more favourable.

WATER-POWER DEVELOPMENT NOW IN HAND AND CONTEMPLATED

The following particulars will supply information as to water-power schemes contemplated, those in hand, and those in actual operation.

North Island

Horahora.—An existing plant on the Waikato river of 8,400 horse-power capacity, recently purchased by the government and now being duplicated. Transmission pressure 50,000 volts.

Arapuni.—A few miles from Horahora and on the Waikato river. This scheme for the development of 96,000 horse-power, ultimately 120,000 horse-power, is held over pending easing of the financial situation. Investigation has been made by a commission of engineers into the question of stability and porosity, etc., of the local formation to withstand the pressures of the necessary dam. There seems to be a concensus of opinion in favour of a gravity dam. It is anticipated that Arapuni will be selected as the main source of power for the Auckland district. The proposal is to install direct coupled turbines; operating head 167 feet; transmission pressure 110,000 volts.

It should be stated that both the Horahora and Arapuni schemes are of vital importance to the city of Auckland and to the province. These stations are, roughly

speaking, situated in the centre of a stretch of country whose potentialities are almost unlimited and whose growth in population within the last few years has outpaced every other part of the Dominion.

The climatic conditions of the Auckland province being more or less sub-tropical, are unrivalled. The soil is generally fertile, and the province commands good harbours along its coast. All these factors place this part of New Zealand in a very favourable commercial position. Industrial activity in every direction has made great advances, but an unlimited field is still open for the development which will be accelerated by the Arapuni scheme.

Waikaremoana (near Gisborne).—Available power 60,000 horse-power. Proposal is to install double wheel Peltons; operating head 1,100 feet; transmission pressure 110,000 volts.

Mangahao (near Wanganui).—Power-house now in process of erection by the New Zealand Government. Plant capacity 25,600 b.h.p. in three 6,400 horse-power and two 3,200 horse-power units. Transmission pressure 11,000 volts. Operating head 876 feet.

South Island

This scheme has been operated in a small way for a number of years by the Government. The present plan consists of—

Lake Coleridge (near Christchurch).—Present plant consists of 4/2,000 b. h. p. and one 4,000 b.h.p. Francis Turbines a sixth 4,000 horse-power unit is now on order bringing the capacity up to 16,000 horse-power. The proposal is to install a further two 12,000 horse-power units, bringing total output to 40,000 horse-power. Transmission pressure 66,000 volts; operating head 475 feet. Some material for these works has already been supplied by Canadian houses through local agents.

Monowai (Invercargill).—The immediate proposal is to install 6,000 horse-power, ultimately increasing to 36,000 horse-power. Transmission pressure 66,000 volts.

Waipouri (near Dunedin).—This belongs to the Dunedin City Council and has been in operation for some years. It consists of six Pelton wheels of 1,600 horse-power each. Transmission pressure 35,000 horse-power. Plant to be duplicated when finances allow.

With respect to several of the schemes mentioned above it has been distinctly stated by the Government that extensive operations cannot be conducted till the money situation is easier, but it may be taken for granted that the works outlined here will all be in operation within the next five years.

GOVERNMENT HYDRO-ELECTRIC PROPOSALS

The main Government scheme proposed for each island consists of a complete high-tensioned transmission system connecting all the main points of supply of the electric power board districts and of the local electric power authorities. These transmission systems will be fed from three or four large hydro-electric power sources of supply, including both the hydro-electric and steam power plants already in operation.

In all recent installations the standard three-phase fifty-cycle system has been adopted, and several of the older plants are being changed over to this system in order to enable them to take advantage economically of the government supply. Out of the fifty-five generating stations now in operation twenty-two are operating on the standard system, comprising 26,690 kilowatts, or 58·3 per cent of the installed capacity of the Dominion.

MAIN SOURCES OF SUPPLY NORTH ISLAND

The main sources of supply selected for the North Island are Mangahao (24,000 horse-power), Arapuni (96,000 horse-power capable of extension to 136,000 horse-

power). In addition supplementary supplies will be obtained from Horahora powerhouse (8,400 horse-power), Wairua Falls (2,600 horse-power), New Plymouth Borough (ultimately 8,000 horse-power), and a standby service from the large steam plants at Auckland (ultimately 26,000 horse-power) and Wellington (12,000 horse-power). Regarding the North Island, the construction of Mangahao is now well in hand. The investigation of the Arapuni dam-site is practically completed. The reliability of the foundations of the Arapuni dam has now been fully investigated, and in view of the importance of the work it is proposed to refer the whole of the data collected to a committee of engineers for a final decision.

SOUTH ISLAND TRANSMISSION SYSTEM

In regard to the South Island the details of the transmission system and supply points have not yet been laid out, but the system will incorporate the existing power plant at Lake Coleridge, the Dunedin city council's plant at Waipori Falls, and the proposed Southland Electric Power Board's station at Lake Monowai, each of which will be developed as early as possible to its fullest extent. Proposals are now being investigated for the extension of the Lake Coleridge plant to the full capacity of the site (42,000 horsepower), and the survey and construction of the line to South Canterbury is in hand. Surveys of the Hawea, Wanaka and Teviot river schemes have been carried out to locate the most economical source of supply in Central Otago, in order to complete the system in the southern end of the island, and surveys will be put in hand as early as possible to locate the best sources of supply for the northern end (Marlborough, Nelson, and Buller districts) and the western districts (Grey and Westland), and for laying out transmission routes to complete the whole system on the same lines as in the North Island.

SPECIFICATIONS AND INVITATIONS TO TENDER

Specifications will be prepared as the work proceeds and invitations to tender will be extended. Arrangements have been made between this office and the Public Works Department for four copies of all specifications. When in receipt of these, other copies will be made. All specifications which can reach Canada in time for tender will be secured and promptly sent. It would be well for this office to be notified in the event of tenders having been sent, so that they may be followed up through official circles.

Canadian firms interested in furnishing material such as will be required for the schemes outlined in the foregoing report should notify the Director, Commercial Intelligence Service, Ottawa, in order that they may receive plans and specifications as soon as they come to hand.

CONVERSION OF RUM INTO ALCOHOL FOR INDUSTRIAL PURPOSES

A proposal to undertake the conversion of rum into alcohol for industrial purposes in Jamaica has been referred to a committee of planters, and the head of the Department of Agriculture is to assist in the enterprise, says the *London Times Trade Supplement*. It is proposed to import plant for the purpose, which will be installed in the outskirts of Kingston. The first consignment of rum to be so treated would comprise 800,000 gallons. This would be converted into rectified spirits to be shipped to Canada and elsewhere. No attempt will be made to produce alcohol for use in motor vehicles, as this would not be a remunerative industry. A continuous still is to be installed at a 10,000-ton sugar factory which is being erected on the north side of the island for the manufacture of alcohol for commercial purposes.

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

VIII

Musical Instruments

ORGANS AND HARMONIUMS

The number of organs and harmoniums brought into the Union during 1920 was 906, 535 being shipped from the United States, 177 from Canada, and 173 from the United Kingdom. There is a regular demand outside of the musical instrument dealer by the German wholesale jobbing houses for cheap and medium-priced organs. Canada holds a splendid reputation for good packing, and it only requires competitive prices to change the greater quantity figures over to Canada.

PIANOS

Of 4,064 pianos imported last year, Germany shipped 1,879, followed by the United States with 1,145, the United Kingdom being in third place with 758. Canada largely increased her total during 1920, advancing from 72 in 1919 to 163 last year. This is particularly due to energetic representation and the successful negotiation of further agencies. There is, however, at the moment not much that is encouraging for the future to report on as regards Canada's prospective shipments, unless firms can see their way clear to meet the German competition. The German prices are now much lower than last year and exporting manufacturers have been advised, both by this office and their agents.

GRAMAPHONES

A total import approaching pre-war figures is registered under the above heading during 1920, a value of $367,730 being recorded; the larger proportion of this business went to the United Kingdom, with the United States and Germany receiving smaller shares. Switzerland made a substantial shipment last year, while France and Japan, which formerly secured fairly large totals, registered only small amounts. Canada's shipment under this heading reached the largest figure yet in evidence, the value being $2,180. A cheap metal machine on which delivery from Canada was promised for early in the year 1920, has not yet materialized.

OTHER MUSICAL INSTRUMENTS

A total import value of over half a million dollars is given under this heading for 1920, a large proportion of which was secured by German shippers, whose total reached nearly $400,000. Of the remainder, the United Kingdom secured the biggest percentage, followed by the United States, France and Japan, with smaller shipments from Switzerland, Holland and Spain. Canada is only represented under this heading by what is probably a sample shipment, the value being $55.

PICTURE FRAMES

The pre-war average total of $25,000 of picture frames imported into the Union was largely exceeded last year, when a total value of $34,750 is recorded. The United Kingdom continues to secure the bulk of this business, the United States being responsible for practically all the remainder. Germany came back again last year with a small shipment.

TRUNKS AND SUIT CASES

In trunks and suit cases, other than metal or fibre, an import twice in value that of the previous year and nearly four times the value of the 1917 importation is recorded. The trade is chiefly in the hands of United Kingdom manufacturers, but during recent years Japan has rapidly come to the fore in this line. Small proportions of the year's shipment are credited to Germany and the United States, with a small amount from Australia. Samples were evidently brought in again from Canada during the past year, a small amount being given to the Dominion under this heading.

ASBESTOS MANUFACTURES

The United Kingdom continues to hold a large percentage of this trade. Duty on the total shipment for the year approached $300,000. The United Kingdom manufacturers secured two-thirds, Belgium and Holland shipping in larger amounts last year, followed by the United States. Canada is credited with an amount of $450, which is very much behind the total import from the Dominion for the two previous years.

PORTLAND CEMENT

Last year's total import of Portland cement exceeded 50,000,000 pounds. Of this amount, the United Kingdom shippers were responsible for 35,000,000, Canada being in second place with 11,550,000 pounds. Belgium and Germany again made an effort to secure a share of the market, the former shipping 2,500,000 pounds and the latter 1,300,000 pounds. Sweden and the United States are credited with small shipments.

We know that ocean freight rate is playing the greater part in landing both English and German cement at extremely low prices. Both Belgium and Germany are very active in their c.i.f. offers. The Canadian cement has established a splendid reputation with builders and engineers right along the coast, from Cape Town to Durban.

The Canadian manufacturing company has shown wonderful enterprise ever since they started exporting to South Africa in the year 1919, and it is certainly the hope of many users that circumstances will permit their being a factor for many years to come.

PLASTER OF PARIS

The largest import total since 1916 is recorded last year under this heading. The United Kingdom remains the chief source of supply, but shipments from Canada have grown substantially since the Dominion entered the market in 1916, and last year 140,000 pounds was the total of the Canadian shipment. The United States, Belgium and Holland shipped in small quantities. There is a considerable development within the last year in the production of this article within the Union.

FELT

The largest total yet in evidence under the above heading is given for 1920, when a value of over $200,000 was reached. The United States secured one-half of this amount, the United Kingdom being responsible for almost the whole of the balance. Canada increased her shipments under this heading, and reached a total of $10,030 last year. Germany again came into the market with a small shipment, after an absence of five years. Roofing felt has made big headway for general use in the past; this year, it may be said, it has come to stay, and imports in quantity will increase.

TAR

Nearly 10,000,000 pounds of tar were imported during 1920, which amount, although rather less than pre-war totals, was an increase over the two previous years.

The United Kingdom holds this trade almost solely, Sweden, Australia, and the United States being responsible for only small shipments last year. Canada has made a bid for a share of the trade during recent years, but was not in evidence during 1920.

Chemicals

ACETONE

The imports of acetone dropped from 8,861 gallons in the year 1919 to 4,172 gallons last year. The shipments from various countries of supply were as follows: Canada, 1,376 gallons; United States, 1,381 gallons; United Kingdom, 1,157 gallons; and Sweden, 254 gallons.

CALCIUM CARBIDE

The total import last year was only 131,000 pounds more than Canada's shipments in 1919, when there was shipped 5,201,495 gallons. There is now no doubt in the minds of thousands of users as to the good quality of Canadian carbide, but price is the deciding factor, and the Baltic at the present moment is not only offering at low prices, but is being helped in a very material way by extremely low Baltic-South African ocean freight rates.

In last year's imports, which totalled 5,331,331 gallons, Canada secured 3,593,055 gallons, the United States 4,914 gallons, the United Kingdom 130,034 gallons, Sweden 582,403 gallons, and Norway 1,018,005 gallons. In addition, Belgium shipped 112 gallons and Japan 2,608 gallons. Japan's trade dropped from 54,816 gallons in the year 1918.

CAUSTIC SODA

The total imports of caustic soda, both last year and in the year 1919, are less than the average annual imports for some years previous. Last year there were shipments for the first time from Japan, which shipped 313,748 pounds, India 179,142 pounds, and Australia 1,200 pounds. The total last year was 4,609,279 pounds, of which 2,602,531 pounds were exported from the United Kingdom, the balance of 1,512,586 pounds being shipped from the United States.

Unfortunately there seems to be no possibility of establishing a continuity of shipping from Canada. One often hears, "How is it that Canada does not continue to quote? We were satisfied with shipments in the old days."

POTASH COMPOUNDS N.O.D.

The imports under this heading last year were 465,401 pounds, 224 pounds of which were shipped from Canada, and 2,501 pounds from the United States. The United Kingdom shipped 331,595 pounds, France 37,133 pounds, Holland 56,028 pounds, Sweden 9,740 pounds, Switzerland 4,369 pounds, and Germany, which pre-war shipped annually about 500,000 pounds, came back with 37,133 pounds.

GLYCERINE

There is the usual big quantity imported, which last year totalled 6,681,446 pounds, but Canada has not figured now for two years. Last year's imports were divided as follows: the United Kingdom 4,122,116 pounds, Italy 2,658,040 pounds, and the United States 1,290 pounds.

DISINFECTANTS AND GERMICIDES

The bulk of these imports are from the United Kingdom, which shipped to a value of $481,210 last year, out of a total import of $505,960. Canada's trade has increased each year since the year 1913, when a value of $45 was shipped; last year Canada is credited with a value of $8,400. The United States exports dropped from $15,425 to $13,000 last year. Germany came back with a value in export of $2,070.

MEDICINAL PREPARATIONS (NON-SPIRITUOUS)

Under this heading, although very small, Canada's trade has grown since the year 1913, when she was credited with $350, and last year $2,060. The total trade under this heading last year was $1,172,000 in value; the United States share of the trade was $225,000, some $18,000 less than the previous year. The United Kingdom held the bulk, valued at $860,460. France, Australia and Germany next in value of shipment, followed by Switzerland, Italy, China and Japan.

In apothecaryware not medicinal preparations, the total imports were $829,000, the bulk of which is from the United Kingdom, followed by the United States, Japan, France, Greece, British West Indies, Germany, Holland and India. Canada is credited with $740.

In medicinal preparations (spirituous) the total imports were 10,423 gallons, of which 4,682 gallons came from the United States, 5,401 gallons from the United Kingdom, 137 gallons from Germany, and 129 gallons from France, with 9 gallons from Sweden.

In this review we have not touched on such lines as carbonic acid gas, cyanide of potassium, cyanide of sodium, arsenate of soda, and soda compounds n.o.d., in all of which there is a big trade, but on which there seems to be no hope of Canada making any real effort for supply.

PERFUMED SPIRITS

The total import last year was very much ahead of any other year since 1910. The quantity imported was 13,181 gallons. Canada shipped 3 gallons, the United States 119 gallons, the United Kingdom 10,335 gallons, Germany 1,462 gallons, France 1,097 gallons, Holland 95 gallons, and Japan 2 gallons.

In non-spirituous perfumery, the total value last year was $1,042,350, more than three times the value of any pre-war year. Canada shipped to a value of $2,850, a gradual increase having taken place since the year 1912. The United States exports under this heading dropped from $503,000 in 1919, to $375,000 last year, while the United Kingdom increased from $342,000 in 1919 to over $516,000 last year. France is credited with a value of $120,000, Germany $11,030, Japan $4,400, and India $2,840.

SOAP, COMMON BROWN

Although the import of common soap increased from 829,000 pounds in 1919 to over 3,450,000 pounds last year, it is impossible to encourage the possibility of export trade on this article.

The industry is highly developed within the Union, and the raw materials are closer to hand than they are for other manufacturing industries. There will, of course, always be some import and the possibility of a limited trade. One experience we have had with a Canadian manufacturer of laundry soaps, was that in every centre we canvassed for information as to their chances, we received information that the parent house in the United States were quoting a much lower rate. Australia has held the bulk of the trade during the past two years, securing last year 1,854,973 pounds out of a total import of 3,450,478 pounds. The United States shipped last year 1,236,017 pounds.

In soap extracts and powders, there was an import last year of 56,753 pounds. The bulk of it was from Belgium, which exported 30,690 pounds. The United Kingdom came next with 20,936 pounds and the United States third with 4,767 pounds. Australia shipped 360 pounds last year.

In toilet soap there are good possibilities, although the total import has dropped each year. One brand of Canadian toilet soap is found in the principal centres of the Union. The total imports in toilet soaps last year were 421,023 pounds. Canada's share dropped from 5,264 pounds in 1919 to 1,099 pounds last year, and the United

States, for the same year, from 194,835 pounds to 95,101 pounds. The United Kingdom increased her trade from 239,855 pounds to 313,984 pounds. France shipped 3,487 pounds, Belgium 3,247 pounds, Australia 2,571 pounds, and Germany came back with 877 pounds.

INSTRUMENTS AND APPLIANCES

Instruments, including optical goods, but not surgical, mathematical or scientific, were imported to a value of $215,100 last year. Canada's trade dropped from $3,055 to $160 last year. The United States and the United Kingdom shared the greater part of this trade, having respectively last year $85,700 and $87,650. France shipped to a value of $22,600; Germany came back to her pre-war period figures with a value of $11,000; Japan shipped to a value of $4,860, and Switzerland $1,150.

In mathematical and scientific instruments, the imports more than doubled any previous year since 1910. Last year's total imports were valued at $164,770. England shipped the bulk, $120,000, followed by the United States with $21,000, Japan $2,600, Belgium $4,600, France $1,420, and Germany came into the field again with a value of $9,810.

SURGICAL AND DENTAL APPLIANCES

The total imports annually of these goods have increased from a pre-war average annual value of $165,000 to $827,850 last year. Canadian manufacturers have had a very limited trade since the year 1912, but the trade increased from $1,740 in 1919 to $4,210 last year. The United States share of the trade last year was $138,000, which was $15,000 less than the previous year. The United Kingdom trade increased from $272,000 to $639,000 last year. Japan has gone steadily ahead in this export, and last year is credited with a value of $25,600. Germany is once more shipping, having secured a trade for $8,570 last year. France, Holland and Belgium do a small trade.

In surgical and dental instruments, the total trade was $118,925, of which the United Kingdom secured $80,920 and the United States $28,120. Germany, Japan, France, Belgium and Switzerland shipped in small amounts.

BIOSCOPES AND FILMS

With the above group are connected bioscopes and films exposed and unexposed. The total imports of bioscopes was $57,100, the United States shipping $34,000 in value, the United Kingdom $11,450, France $7,710, and Germany $1,360.

In the exposed film imports, the total was 3,499,874 feet. Canada shipped 17,415 feet, and in connection with these films, which have been shown in every large centre, all small towns and country districts, the trade speak highly of them and are quite keen on the departmental, picturesque and industrials. The United States share of last year's total was 2,490,467 feet, the United Kingdom 922,532 feet, France 28,360 feet, and Italy 40,000 feet.

The total import of unexposed films was 255,484 feet, of which the United States shipped 37,025 feet, and the United Kingdom 218,549 feet.

CAMERAS

The import of cameras increased from 10,122 in 1919 to 19,396 last year. For some reason yet unknown, the export of 1919 from Canada was not carried on last year, but the United States exports increased from 4,328 in 1919 to 18,036 last year. The United Kingdom shipped 1,296 cameras last year, France 31, and 2 came from Holland.

As with the cameras, only more so, the photo film import for last year tells the same story, a very big increase of the total, which last year was $164,000, an increase

over the previous year of $128,000. Canada's good share of 1919, which was $16,000, dropped to nil and the United States increased from $15,280 to $159,671, the United Kingdom being the only other shipper, to a value of $4,730.

In photographic material, the total value imported was $313,620, an increase of over $100,000, nearly all gained by the United Kingdom exporter. Canada's share dropped from $19,000 to $75, the United States increased from $20,000 to $31,000, and the United Kingdom from $170,000 to $272,000. Other countries sharing in this trade are Belgium, $5,460; Germany, $3,190; and France, $620.

NEW TARIFF OF ST. CHRISTOPHER-NEVIS

With reference to the announcement in the last issue of the *Weekly Bulletin* regarding the new preferential tariff of St. Christopher-Nevis, it may be stated that this tariff is almost the same as the tariff of Antigua, which was published in *Weekly Bulletin* No. 916 of August 22, 1921, pages 326-328. As both these islands belong to the Leeward group, the duty on imports from Canada is usually 33⅓ per cent lower than on similar imports from any foreign country. Following are the items in the new St. Christopher-Nevis tariff which have rates of duty different from the corresponding items in the tariff of Antigua:—

	British Preferential Tariff	General Tariff
Fowling pieces, each	20s.	30s.
Ammunition, all kinds, including cartridges, cartridge cases and percussion caps, ad valorem	15%	20%
Gunpowder and all other explosives, ad valorem	15%	20%
Butter, per 100 pounds	8s. 4d.	12s. 6d.
Butter substitutes, including butterine and oleomargarine, per 100 pounds.	6s.	10s. 6d.
Tallow candles, per 100 pounds	8s. 4d.	12s. 6d.
Cheese, per 100 pounds	8s. 4d.	12s. 6d.
Fireworks, ad valorem	15%	20%
Rice, not ground, per 100 pounds	2s.	4s. 3d.
Jams and jellies, per 100 pounds	12s.	18s. 9d.
Petrol and gasoline, per gallon	2d.	4d.
Perfumery and toilet accessories—		
Perfumery, perfumed powders, pomades, hair oils, hair washes, toilet and medicated tooth powder, pastes and washes, not including perfumed spirits, ad valorem	15%	25%
Spirits, not sweetened—		
(*a*) Brandy, per proof gallon or under	8s.	10s.
(*b*) Gin, per proof gallon or under	5s.	6s.
(*c*) Rum, per proof gallon or under	7s.	8s. 4d.
(*d*) Whiskey, per proof gallon or under	9s.	10s. 6d.
(*e*) Sweetened spirits, cordials and liqueurs, per gallon	6s.	8s. 4d.
(*f*) Bitters of all kinds, including flavouring extracts containing spirits, per gallon	3s.	5s.
(*g*) Methylated spirits and methylated alcohol admitted as such by the Treasurer or proper officer of customs, per gallon	2s. 6d.	3s. 6d.
Cigars over the value of 6s. per 100, per pound	4s.	5s.
Cigars, if of and under the value of 6s. per 100, per pound	2s. 6d.	3s. 6d.
Cigarettes, per pound	2s. 9d.	3s.
Snuff, per pound	3s.	5s.
Other manufactured tobacco, per pound	2s. 9d.	3s.
Potatoes, other than sweet, per 100 pounds	1s. 4d.	2s.
Shingles, cypress and wallaba, per 1000	5s.	8s.

Blasting powder; gold in bars, plate or wire; and lime for building purposes, which are included in the Antigua free list, do not appear in the free list of St. Christopher-Nevis. Music, unframed photographs, plans, bank notes and coin, are in the St. Christopher-Nevis free list but not mentioned in the free list of Antigua. There are a few other differences but not of great importance.

POSSIBILITIES FOR THE SALE OF CANADIAN FRUIT IN HOLLAND

C. Pik, Office of the Trade Commissioner

Rotterdam, September 16, 1921.—Owing to the very bad fruit crop in Holland this year, Canadian fruit will have more chances to succeed than heretofore. The first requirement is that the Canadian product should be able to compete with Californian fruit.

Canadian canned fruit was tried here fifteen years ago, but the fruit supplied was not at that time considered to be as good as Californian, it being much different in flavour and also harder. However, methods of canning fruit will have improved in Canada, and the present is a good opportunity to introduce new brands.

Peaches, apricots and pears will sell best here, and there will be also a market for fresh and dried apples and pears. Plums, strawberries and cherries will not find a good sale as this fruit is grown in Holland in excellent quality.

Prices should be quoted c.i.f. Rotterdam and compete with Californian fruit. Of late Dutch houses have complained that Canadian firms in sending preliminary letters never mention prices and conditions and that consequently their communications fail to awaken interest. Canadian fruit has still to conquer the market, but excellent quality and competing prices should result in good sales. Given this opportunity to introduce Canadian fruit, samples should be sent to interested firms so as to convince them at once of the good quality. The Dutch merchant likes to see what he buys, especially when it is something new.

Prices for Californian crop canned fruit are not yet known here, but the old crop is selling at fl. 1.10 for apricots, fl. 1.15 for peaches, and fl. 1.25 for pears, per tin to retailers.

Canadian jams will not so easily find a market in Holland. There are many manufacturers of jam in the Netherlands, and English jams have had a reputation for forty years. However, it might prove worth while to send samples to Dutch firms for introduction. Dutch and English new crop jams are offered at fl. 9 to fl. 10 per dozen bottles (16 ounces) to retailers.

A very important factor is the label. The Frenchman says, "Bien présenté c'est demi vendu." Generally a nice label covers an excellent product. The label should be simple and convincing. People like to see on the outside of the tin or bottle what it contains, and buyers will like a nicely coloured label which speaks for itself. For instance, if the tin contains peaches, a bunch of peaches should be shown on the label. The more appetizing they look, the better will be the prospects of sale.

Importations of Fresh, Dried, and Canned Fruit into Holland

The importations of fresh, dried and canned fruit into Holland for the period January to July, 1921, were as follows:—fresh apples 3,200,002 kilogrammes, valued at 642,571 gulden; fresh pears 159,255 kg., valued at 63,830 gulden; dried apples, 3,118,836 kg., valued at 2,031,229 gulden; dried pears, 206,763 kg., valued at 131,758 gulden; dried plums, 4,006,891 kg, valued at 1,731,490 gulden; fruit preserved in tins or bottles, 355,390 kg., valued at 279,119 gulden; fruit preserved in syrup or sugar, 137.554 kg., valued at 121,410 gulden. In fresh apples Switzerland held the bulk of the trade, followed by Germany and Italy; in fresh pears, Belgium followed by Great Britain; in dried apples and dried pears, the United States; in dried plums, Germany and Austria; in fruit preserved in tins or bottles, the United States followed by Great Britain; in fruit preserved in syrup or sugar, the United States followed by France and Belgium. Details of these importations by countries, together with those for the period January to July, 1920, are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian exporters on application to the Director, Commercial Intelligence Service (File No. T/C-1-108). The names of fruit importers in the Netherlands are also on file.

CERTIFICATE OF ORIGIN REQUIRED IN BRITISH WEST INDIES FOR CANADIAN PRODUCE TO BE AMENDED

Some exporters have experienced difficulty in complying with the regulations adopted by Trinidad, British Guiana, Barbados and other West India colonies under the new Canada-West Indies trade agreement in respect of certificates of origin for goods regarded as the growth or produce of Canada. The regulations in question were given in full in *Weekly Bulletin* No. 881, December 20, 1920, pages 1767-70. The certificate of origin required for articles, the growth or produce of Canada, designated schedule "A," calls for the name of the grower or producer of the goods even when the exporter is other than the actual grower or producer. In the case of shipments made up from various sources, it has been found difficult, if not impossible, to supply information as to the names of all the growers and producers. Even where it would be practicable to give this information some well-established exporting firms object to disclosing to their customers abroad the names of original suppliers. The Department of Trade and Commerce has made representations to the various West India colonies regarding the difficulties of furnishing this certificate of origin in the manner outlined and the objectionable features have been already waived to a certain extent.

The Colonial Secretary of Trinidad in July advised that the necessary regulations would be issued so that the trouble above referred to might be avoided. In the meantime he stated that the signatures or names of producers would not be insisted upon, and that the signature of exporters alone would be accepted as sufficient.

Under date of August 27 the Colonial Secretary's office of Barbados advised that the amendment of the regulations regarding certificates of origin was under consideration both in that colony, in British Guiana, and in Trinidad. Pending this revision, the Comptroller of Customs in Barbados has been authorized to pass goods at the preferential rate, if, from personal knowledge or from reliable outside information, he is satisfied that the goods are "bona fide" the growth, produce or manufacture of the British Empire, even though the full particulars required by the present certificates are not given in their entirety.

According to a letter from the office of the Colonial Secretary of British Guiana, under date of September 3, 1921, that colony proposes altering the objectionable feature of the certificate of origin and at the same time is aiming at uniform regulations in all the colonies included in the Canada-West Indies trade agreement. It is proposed to deal with the matter at an early meeting of the West Indian Customs Conference. In the meantime, in order temporarily to overcome the difficulty complained of, as far as British Guiana is concerned, the Comptroller of Customs has been instructed with reference to schedule "A" of the Tariff Regulations, that he may accept certificates of origin, which, though not precisely in the form prescribed by the regulations, yet in all essential particulars comply with the requirements of the regulations. This concession is subject to the condition that the importers undertake to submit later, certificates in the prescribed form. In cases where the supplier of goods objects to furnish a certificate of origin from the producer or manufacturer on the ground that to do so would disclose to a third party information detrimental to his (the supplier's) interests, the supplier, producer, or manufacturer (as the case may be) will be allowed to send the certificate of origin direct and confidentially to the Comptroller of Customs, and not through the party to whom he (the supplier, producer or manufacturer) sold the goods.

The certificate of origin, required to accompany manufactured goods, is designated as schedule "B" of the regulations and it calls for a certificate signed by the actual manufacturer of the goods. The aim of the regulations as drawn was that if the manufacturer of the goods being exported was not the actual exporter thereof, one certificate should be furnished by such manufacturer and a supplementary certificate by the actual exporter of the goods.

A supplementary certificate was also to be furnished in the case of "products" when the grower, producer or supplier thereof was not the actual exporter.

COMMERCIAL NOTES FROM NORWAY

Commercial Agent C. E. Sontum

Norway's Trade with Foreign Countries

September 12, 1921.—*The Trade of Norway in 1919,* a publication recently issued by the Norwegian Statistical Bureau, contains the first reliable returns of the trade of Norway for that year, in comparison with 1913, the last pre-war year. The following table shows the percentages of Norway's total trade (imports and exports) with the various countries of the world for 1913 and 1919.

Country	Percentage of Total Turnover 1913	1919
Great Britain	24.6	29.8
United States	7.2	23.4
Germany	26.0	10.7
Sweden	10.9	7.8
Denmark	3.7	5.5
Argentina	1.1	3.4
France	2.6	2.9
Spain	1.7	2.3
Dutch East Indies	0.1	2.0
Holland	4.0	2.0
Brazil	1.2	1.1
Switzerland	0.2	1.1
Belgium	3.2	0.9
Italy	1.5	0.8
Canada	0.2	0.8
Australia	1.4	0.8
British East Indies	0.5	0.6
Finland	0.4	0.6
Japan	0.2	0.6
China	0.4	0.5

One of the most distinctive results is, that the trade with the nearest neighbouring countries has increased. Great Britain now covers 30 per cent of the import into Norway. Before the war the greater part of the trade in Norway was made through German and Dutch houses, but now it is more direct. Germany has from her previous leading place been reduced to third place, and Holland has gone back to the advantage of the Netherlands East Indies. At the same time the United States has increased its trade in Norway considerably, and the trade with Canada, the Netherland East Indies, Argentina, Japan and China also shows considerable growth.

Industries of Norway Expanding at the Expense of Agriculture

Statistics show that, while the population of Norway, during the years 1897 to 1918, increased 23 per cent, the number of persons employed in industry increased 98·9 per cent. The aggregate income of this group increased during the period 63 per cent, and the wages paid within the regular industrial groups from 46 million to 338 million kroner, or 635 per cent. A relatively much larger increase in wages in comparison with working time is explained in that the average wages paid per year's work have gone up from 785 kroner in 1897 to 2,886 kroner in 1919. This embraces men as well as women. At the same time, as wages have increased in the industries, the export value of the industrial products has risen exceptionally, viz., from 50 million kroner in 1897 to 533 millions in 1918.

Norway's change from an agricultural to an industrial country also appears from these statistics. While fifty years ago 64 per cent of the inhabitants earned their living from agricultural work, the number had in 1910 gone down to 41·7 per cent. Nevertheless the absolute value of the agricultural production has increased, and this is not least due to the development of the industries.

Lumber, Pulp and Paper Market

August as a rule is a quiet month as far as the lumber is concerned, purchases for the fall usually being closed during June, or at the very latest during July, and winter purchases do not commence before the fall months. This year it was hoped that the early fall purchases would make up for the dull summer season. Exporters reckoned that importers would at last have to cover themselves at the prices asked. The importers on their side were willing to buy, if they themselves only could get clear of the lumber on hand, but as the chances for re-sale have been poor, business has stagnated, and little business is being done.

The mechanical pulp market shows a firmer tendency although orders are still rather few. The prospects for chemical pulp are not quite so good as for mechanical, although some business is expected during September. Prices are unchanged and weak, the competition from Finland being still very strong.

The paper market on the other hand is quite brisk in spite of a strike going on at present, embracing the whole paper industry of Norway. This strike has not yet lasted long enough to make its effects felt, but if the strike should continue until Finland is prevented from exporting on account of the freezing up of the Baltic, an improvement in the Norwegian market may be expected.

SOUTH AFRICAN MAIZE

Assistant Trade Commissioner P. W. Ward

Cape Town, August 30, 1921.—The Union of South Africa has become known to the principal markets of the world as one of the chief sources of supply for good-quality maize. The production of this cereal was carried out on a fairly large scale many years before its introduction to the export market. For a considerable period only the Flint varieties of maize were known, but in recent years, since the suitability of the country for maize cultivation has become widely recognized, and Dent varieties have been introduced, maize has become the chief grain crop and, in fact, one of the six national products, i.e., gold, diamonds, coal, wool, hides, maize.

During the later development of the maize industry the methods of cultivation have undergone considerable change, and the possibilities of this branch of agriculture are exceedingly hopeful.

The Union Department of Agriculture has taken great pains to supervise the cultivation of maize in the various areas where satisfactory results might be obtained, and it is largely due to the careful work of this department of government that the industry has reached its present position. By the introduction of improved and high-yielding varieties; the careful selection and distribution of seed through the Government farms; the initiation of propaganda regarding the rotation of crops, use of fertilizers and other details of cultivation, and the securing of better means of transportation, the Department of Agriculture has done excellent service. The best varieties of maize suitable to the conditions of the country have now become acclimatized, and the greater yields which will result from more intensive culture are already in evidence.

The area within which a successful cultivation of maize is assured has now become more or less defined. The maize belt lies roughly east of a line running from Port Elizabeth through Queenstown, Aliwal North and Bloemfontein, thence north to Zeerust on the western Transvaal border. From this area, the coast belt below 1,000 feet and the mountain region above 6,000 feet should be excluded. The principal maize-growing area is in the Orange Free State, which, with the exception of a small portion in the southwest, is extremely productive. In this area is grown the heaviest crop per square mile. In the Transvaal only a comparatively small portion of the total area can be considered specially suitable, although a large yield is obtained from the district concerned. The most fruitful area for maize in Natal is situated in the

centre of the province at an altitude of from 2,000 feet to 3,000 feet. Yields of fifteen bags per acre are frequently obtained here. The most productive area in the whole Union at present is the central portion of the high veldt, comprising the districts of Heidelberg, Bethel, Standerton, Frankfort and Heilbron.

The South African maize belt is considered to possess two distinct advantages over the famous corn belt of the United States. The growing season is longer by from four to seven weeks, making the season for planting a much longer one; and the drier climatic conditions existing in the Union produce a grain with a lower moisture content—making the product less liable to injury in transportation and more suitable for export and manufacturing purposes.

A well-organized system of grain-testing and inspection has been instituted at the ports, and cheap rates of transportation combine in securing a very healthy export trade.

The following statements of production and exports during recent years should prove interesting.

MAIZE PRODUCTION

	Lb.
1904 (general census)	722,319,000
1911 " "	1,726,503,000
1918 (agricultural census)	2,528,018,000
1919 " "	2,291,336,200
1920 " "	1,873,816,000

MAIZE EXPORTS

	Lb.	
1910	356,303,905	£ 693,413
1911	206,554,439	402,680
1912	192,775,746	443,492
1913	22,944,744	65,169
1914	220,031,205	438,455
1915	298,765,234	631,646
1916	349,205,982	877,368
1917	468,702,325	1,519,860
1918	509,495,794	1,600,137
1919	246,265,197	1,145,408
1920	69,675,591	344,268

The 1921 maize crop is estimated to be about 15 per cent below normal; but is highly successful compared with that of last year, when the crop was practically a failure. This is evidenced by the following figures:—

	Lb.
Maize exports for month of June, 1920	82,000
" " " " 1921	33,347,579
Maize exports for six months ending June, 1920	10,701,976
" " " " " " 1921	381,916,382

The principal ports of export are Durban, which handles over 50 per cent of the export trade; Port Elizabeth coming second, and East London and Cape Town following in the order named. The smaller Union ports, and Beira, combined in shipping over 17,000,000 pounds during the six months ending June 30, 1921.

EXPORT MARKET

The principal overseas markets for South African maize are Great Britain and Germany; Holland and Australia coming next in order, followed by Belgium, South West Africa Protectorate, Portuguese East Africa, Mauritius, and New Zealand. Last year Great Britain took three-sevenths of the total quantity exported, and Germany two-sevenths.

At the present moment the ports here, especially Cape Town and Durban, have huge stocks of the new season's crop accumulating, and many railway shipping points are unable to deal with the large quantities arriving. It was necessary recently to

place an embargo on rail shipments to Cape Town and Durban, and this is only now being lifted. A slump in prices also set in last month, and maize which at the end of July was selling for 11s. 6d. a bag was only recently reaching 9s. 9d. a bag f.o.r. for export. This sagging of prices is not due to conditions in South Africa but to the condition of the European market, which has recently been receiving large supplies from the Argentine.

Canada does not yet appear to have tested this source of supply in a definite way for its requirements, which last year totalled nearly 9,000,000 bushels costing over $14,000,000. While this was almost wholly secured from the United States, and possibly at less cost of transportation, small shipments are also recorded in recent years from Australia, Hawaii, and Fiji. It is not without reason to suggest that trial shipments of the South African product might lead to at least a limited trade with Canadian ports.

SELLING GOODS IN THE WEST INDIES

Points to be Noted

In the course of a report to the Department of Overseas Trade on the economic and financial conditions in the British West Indies, by Mr. A. W. H. Hall, officer in charge of the British Trade Commissioner's office, Trinidad, it is stated that the opinion is general that British manufacturers look upon the West Indies as being a small and unimportant market, useful when business is slack, but negligible at other times, says the London *Times Trade Supplement.*

Local representation is almost essential to the exporter who wishes to share in the West Indian trade. Where the potential trade appears to justify such a step British manufacturers are advised to send out a qualified traveller to investigate the possibilities of the market and to appoint a suitable agent. It may be possible for a number of firms, in non-competitive lines, to combine to pay the expenses of such a traveller.

Owing to the existence of a number of small firms who confine their activities to one colony and even one town, and lack the necessary business experience, it is very essential that British firms should, if it is impossible to visit the West Indies, insist on applicants for agencies giving references to United Kingdom manufacturers whom they already represent.

There is no doubt that much of the American success in this market is due to advertising. Newspapers are almost the only medium of publicity. While these have a very limited sale, the circulation in no case exceeding a few thousands, they are perused from cover to cover by practically all who can read. All the commission agents of any standing rent space frequently, if not daily, in these papers, many of their principals paying some part of the expenses in addition to the usual commission on sales. There are practically no opportunities for advertising in railway stations and carriages and on hoardings. Lantern slides shown in the intervals at the moving picture theatres are extensively used for advertising purposes, but British firms have not yet made the fullest use of these, and are much slower than American houses in adopting this method.

Almost without exception catalogues which contain no prices are thrown away on receipt, and even where prices are given the value of the catalogue is minimized by the fact that commission agents carrying samples book a large proportion of the orders sent forward. Few trade papers appear to be read by West Indian importers, and market conditions are not followed very closely, the reason given by one firm being that in the West Indies it is difficult to take advantage of market fluctuations.

THE FRENCH FLOUR TRADE

Trade Commissioner Hercule Barré

Paris, September 6, 1921.—During the war, and in the beginning of the reconstruction period after the war, very large quantities of flour were imported into France, as of course trade was greatly disorganized, crops were bad, and it was difficult to keep the mills going. France is very well provided—in fact, almost over-provided—with flour mills; last year only about 60 per cent of them were working. The trade here much prefer, if imports have to be made, to import the wheat and grind it in their own mills. The large flour imports made during the war appear to be rather exceptional, and since 1918 imports of flour have been rapidly falling off. Imports of flour before the war were very small; in 1912 over 3,000,000 quintals were ground in France.

FLOUR IMPORTS INTO FRANCE

	All countries. (quintals)	Canada
1912	24,486	———
1917	4,746,781	338,616
1918	5,749,495	484,101
1919	4,646,520	835,882
1920	1,197,178	196,015

QUALITY

The flour ground in the French mills is generally what is known here as *farine tendre,* or soft flour, which is used by the ordinary bread bakers. Some mills also make a special sort of flour called *farine de force* for making certain kinds of cakes and invalid biscuits, but this is only used in small quantities. As to the quality of French flour, all the merchants here admit that it is nothing like the quality of the Canadian product, as it is not as glutinous and is usually very irregular, being made from all kinds of mixed wheat brought together from various districts. The Canadian flour is liked very much on account of its uniformity and high quality. It has been often used to mix with French flour to improve the quality of the latter. The only fault found with Canadian flour is its price.

ADVANTAGES AND DISADVANTAGES

All countries are under the same scale of tariffs; but importers here say that Canadian flour is generally a little more expensive than other imported flour; but it is held in higher estimation than that produced by other countries. Accordingly it may be said to be actually sold at an advantage. Importers interviewed expressed themselves as quite satisfied with quality and methods of transportation, and with their general business dealings with Canadian firms.

Most of the flour used in this country is used by the bakeries. These are usuallly very small establishments, consisting of a shop with the bakehouse either behind or in the basement. As there is one of these *Boulangeries* every few hundred yards in the towns, there is no need for housewives to do any bread making, though they sometimes bake cakes. The large central bakeries as used in Canada are not found at all in France. Flour is of course also used in biscuit factories and for making *pain de régime*, a sort of rusk much used for invalids.

CUSTOMS DUTIES

The duty on flour imported into France varies with the percentage of flour and bran contained. Present duties are as under:—

60 p.c. Flour	22 francs per 100 kilos.
60.70 p.c. "	27 " " " "
70. p.c. "	32 " " " "

CONTAINERS

The size of the sacks used for importing flour varies somewhat. Flour has been imported in sacks of 140 pounds (English), and also some in sacks of 50 kilogrammes. The French always prefer their own standards of weight as with pounds there is confusion with the out-of-date French pound or livre, and importers here are of opinion that flour should be sent in sacks of 100 kilogrammes. This has the advantage that the flour is sold here by the 100 kilogrammes and thus it does not have to be resacked on arrival. Sacks for flour are usually made of jute.

QUOTATIONS AND PAYMENTS

Quotations for flour are usually made c.i.f., practically never f.o.b. Payments are usually made cash against documents in France, though sometimes they have been made by the opening of credits in Canada, but this method of payment gets rare as time goes on. Dealings in flour in Paris are often made on a dollar (U.S.A.) basis, but importers prefer quotations in francs.

The present price of average French flour delivered here is francs 102^{00} per 100 kilos. (September 3, 1921). Canadian and American flour runs generally about one and a half times the price of the French article.

WAREHOUSING AND HANDLING

There is good warehousing accommodation in all the seaports where this trade is in progress, but all these ports are equipped rather for handling grain than flour. Many cranes have been installed for the rapid handling of flour, but the handling apparatus was mostly being improved at the outbreak of war and this has not been proceeded with. Le Havre, through which a large part of the Canadian and United States grain and flour comes, has many large warehouses and good handling accommodation.

A QUESTION OF PRICE

The quality of imported flour wanted in France is always the best; it is recognized that the home product is inferior, and if it can be improved by better imported wheat, so much the better. The flour manufactured here from Manitoba wheat is considered of quite the best quality and is the most sought after. Customs duties are heavy and there is a formidable competition from flour manufactured locally from both French and imported grains. It thus becomes a question of the price of Canadian wheat, and whether it can be sold low enough to compete with the home-grown article, bearing in mind, of course, its better quality and reputation. Most of the importers here are not optimistic as to the future prospects of importing Canadian wheat. The amount of wheat grown here is increasing, and also more and more mills are beginning to work again as time goes on. Naturally enough, the Frenchman considers his pocket first and will not buy an imported article, though much better in quality, at one and a half times the price. This year, contrary to expectations earlier in the year, the wheat crop will be very large, and it is expected by importers that the French mills will be just about able to keep pace with the demand. Ordinarily, flour is also exported to the French colonies, Belgium, Italy and Spain.

COMPETITION FOR THE FAR EASTERN TRADE

M. Malabar, Office of the Trade Commissioner

Yokohama, August 11, 1921.—The Trade Commissioner has lately met with a decided reluctance on the part of Canadian manufacturers to despatch samples of their goods to Japan, on the plea that they prefer to wait until there is a demand for them there.

It is very obvious to those who have studied the conditions of trade as it exists all over the world, and its future prospects, that it is going to be a case of "knift cutting knife," and that competition must be met with keener competition if one is to be counted in the running at all. There is going to be competition keener than ever in every field, and only those who are prepared, as it were, to speculate on future demands, by having on hand all equipment necessary to meet that competition, will stand a chance. It is worse than useless to wait until the demand is actually there, before submitting all the preliminary details to those who are to be responsible for the exploiting of goods in the Far Eastern or any other market. It only means that your competitors will be getting in and securing the orders while you are wasting time—and valuable time too—in the interchange of correspondence. Information as to the field of action should be accumulated, and samples should be despatched, ready for the decisive moment. It is probable that you will not only lose business by delay but your future prospects also will be affected detrimentally. Any attempt to place future business will be met with the query: "How about prices, samples, delivery, etc.," and when they find that these are not available immediately, they will state briefly that they must place their contracts through a medium where all such equipment is already on hand, as the delay occasioned had lost them business in the past, and they do not wish a repetition of this.

The Trade Commissioner asks Canadian manufacturers who seriously contemplate export business to the Far East, to speculate on future demands more than they have ever done before. It is necessary to see that they, or their representatives, or agents, as the case may be, may be fully equipped for the contest with other competitors, and to be able to meet the demand on an equal, if not better basis than the other contestants for the business.

Canada, on account of her proximity, stands a very great chance to gain a strong foothold in the Japanese market. Her manufacturers must awaken to this fact, and see that their prospects are not spoilt by allowing their neighbours or any other competitors to get ahead of them in any way. Let those responsible for the marketing of goods in the Far East be prepared to enter the contest fully equipped with samples (where feasible) of their product, their lowest possible prices, and all particulars regarding packing, delivery, etc. If they wait until the demand is actually there, it is probable that they will be unable to compete successfully.

The market is being watched very closely, and directly there is a demand, samples on hand are shown and quotations made. It is very discouraging, however, to see opportunities slip by while trying to obtain the equipment necessary to secure the business, equipment which has been asked for but which has not been supplied.

SOUTH AFRICAN DRUGS

A letter has been received from a dealer in South Africa, offering to supply Canadian firms with bhang or guaza (Cannibus Indica), and datura stramonium (thornapple) in bags of 60 pounds. He states that samples and copies of reports will be forwarded to any firms desiring them. The name and address may be procured by communicating with the Director of the Commercial Intelligence Branch, quoting file 27600.

INTERNATIONAL TRACTOR TRIALS IN ENGLAND

A very attractive entry list has been secured for the international tractor trials, which are to be held at Shrawardine, near Shrewsbury, England, from the 20th to the 24th inst., inclusive, says the *London Times Trade Supplement*:—

The 39 machines which will take part represent the leading British, American, French, and Italian makes, as well as being representative of the diversified styles of applying motor power to land cultivation. Thus, in addition to the now standard types of tractors and motor-ploughs, there will be small "garden" models for fruit cultivation, hop fields, etc., and a rotary tiller which "mills" the soil and does away with the furrow slice and the use of the cultivator afterwards. Several new machines will compete in this country for the first time.

Quite a new feature will be the working tests of 25 different implements for direct power use. A drain excavator which will cut a 14-inch deep channel when operated by a tractor, a stubble-breaker, a deep sub-soiling plough, and self-lift harrows and cultivators will all be given extended trials with the tractors.

An excellent site of medium-heavy land has been obtained, and the fact that all fields possess gradients of varying dimensions will add to the interest in and the severity of the tasks.

RECENT BRITISH DEVELOPMENTS IN STAINLESS IRON

The extent to which stainless steel has revolutionized the Sheffield cutlery trade is well known, but it is not so generally appreciated, the *London Times Trade Supplement* points out, that stainless iron is of equal importance. Both materials, says the *Times,* were discovered seven or eight years ago. Stainless steel was first manufactured, and soon after it was found that stainless iron could be produced by much the same process, with the exception that a smaller quantity of carbon-free ferrochrome was required.

Stainless iron has been largely used for the production of golf clubs; it has attracted the attention of makers of stove grates and is being used for kitchen ranges, grates, and fenders. An important and useful direction in which the material has been applied is in the fitting of motor cars; it is supplied in sheets for making hoods, and there is in contemplation its greater use for bodies and, since it does not tarnish, for replacing nickel-plated parts. It is made up into a wide variety of kitchen utensils and is used for shops signs and door plates. One British firm is producing the material in wire form, to be made up into door mats, and it is also being used for spring mattresses.

Another important development in contemplation is the use of stainless iron for the furnishing of railway carriages, engines, and rolling stock generally. The proposal is that it should replace brass for door handles, brackets, and many other fittings.

HIGH INSURANCE RATES AGAINST PILFERAGE IN CHILE

Insurance policies against robbery, pilferage, or non-delivery are no longer issued by British insurance companies up to 75 per cent of the insured value, but only up to 75 per cent of the shipping cost of the goods, says the *United States Commerce Reports*. By payment of special premiums, insurance up to 100 per cent of the shipping cost value of the goods may be effected, but in no case can this be exceeded. Consignees are thus forced to carry part of the risk themselves, and some European shippers have advised importers here that if they desire full protection they should insure in Chilean companies.

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries: "Letters posted in Canada to Central America, with the exception of specially addressed correspondence for British Honduras, are forwarded exclusively via New York. Correspondence for Cuba and South America, with the exception of British Guiana, is also, unless specially endorsed, forwarded via New York. Correspondence for the British West Indies is forwarded both by direct Canadian steamer and via New York whichever route will give the quicker despatch although, of course, letters marked for transmission by particular route will be forwarded in accordance with the superscription."

It is intended to publish in the *Weekly Bulletin* from time to time, for the convenience of Canadian firms, certain of the sailings from United States ports to the ports of the West Indies, Central and South America. The following are those for the remainder of the current month:—

For	*Via*	*October*
Antigua	New York	15-20
Argentina	New York	15-27
Barbados	New York	15-20
Bermuda	New York	12-19-22-29
Bolivia and Chile	New York	11-14-15-26
Brazil, South	New York	15-27
British Guiana	New York	12-14-15-20-29
Colombia	New York	11-14-18-25
Colombia, Cauca Naurino	New Orleans	12-19-26
Costa Rica	New York	15-22-29
Cuba	New Orleans	15-22-29
Curacao	New York	15-22-29
Dutch Guiana	New York	12-14-15-20-29
French Guiana	New York	12-14-15-20-29
Guatemala	New York	22
Haiti	New York	14-21-28
Honduras	New York	7-8-11-21-22-26-28-29
Honduras, British	New York	22
Honduras, British	New Orleans	14-21-28
Honduras, Amp. City	New York	11-21-22-26-28-29
Jamaica	New York	11-20-22-25-26-29
Leeward and Windward Islands	New York	15-20
Martinique	New York	15-20
Nicaragua	New York	11-14-15-21-22-28-29
Panama and Canal Zone	New York	14-22-26-28
Paraguay and Uruguay	New York	15-27
Peru	New York	11-14-15-26
Porto Rico	New York	15-22
Turk's Island and Dominican Rep.	New York	12-18-26-27
Venezuela	New York	12-14-15-22-29

ALTERATIONS IN THE TARIFF OF THE BAHAMAS

The Commercial Intelligence Branch of the Department of Trade and Commerce has received from the Colonial Secretary's office of the Bahama Islands a copy of an Act amending the Bahamas tariff in respect of a few articles. The new measure reduces the import duty of the general tariff on ale, beer, and stout from 2s. 6d. per gallon to 1s. per gallon, and the duty on wines of all kinds from 50 per cent ad valorem to 25 per cent ad valorem. Parts of cameras have been added to the free list. Cameras were already exempt from duty. The export duty of one-eighth penny per pound on sisal waste, and the export duty of 5 per cent ad valorem on sponge have been removed. The Canada-West Indies Trade Agreement contains an article to the effect that the preferential duties provided for Canadian goods shall not, in the case of the Bahamas, apply to wines or spirituous beverages.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 5, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending October 5; those for the week ending September 28 are also given for the sake of comparison:—

		Parity	Week ending September 28, 1921	Week ending October 5, 1921
Britain.. .. ..£	1.00	$4.86	$4.0934	$4.1432
France. .. ..Fr.	1.	.193	.0781	.0798
Italy.. .. ..Lira	1.	.193	.0449	.0443
Holland .. ..Florin	1.	.402	.3537	.3545
Belgium .. ..Fr.	1.	.193	.0774	.0781
Spain. .. ..Pes.	1.	.193	.1436	.1443
Portugal. .. ..Esc.	1.	1.08	.1267	.1126
Switzerland.. .. ..Fr.	1.	.193	.1904	.1945
Germany. .. ..Mk.	1.	.238	.0086	.0089
Greece. .. ..Dr.	1.	.193	.0534	.0483
Norway.. .. ..Kr.	1.	.268	.1375	.1318
Sweden.. .. ..Kr.	1.	.268	.2460	.2471
Denmark. .. ..Kr.	1.	.268	.1950	.2041
Japan. .. ..Yen	1.	.498	.5275	.5290
India.. .. ..R.	1.	2s.	.3085	.3078
United States.. .. ..$	1.	$1.00	1.1018	1.0993
Argentina .. ..Pes.	1.	.44	.3594	.3614
Brazil. .. ..Mil.	1.	.3245	.1453	.14[illegible]
Roumania. .. ..Lei	1.	.193	.0093	.0098
Jamaica. .. ..£	1.	4.86	4.1237	4.1295
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	$.84\frac{3}{8}$–$.87\frac{1}{2}$	$.85\frac{7}{16}$–$.87\frac{9}{16}$
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		
Shanghai, China.. ..Tael	1.	.631	.9062	.8904
Batavia, Java.. ..Guilder	1.	.402	.3581	.3518
Singapore, Straits Settlements.. .. ..$	1.	.49	.4848	.4809

THE BAHAMAS TO EXTEND THE BRITISH PREFERENCE

The Department of Trade and Commerce has received from the Colonial Secretary of the Bahama Islands a copy of a new tariff measure known as the Imperial Preference Act, 1921. The purpose of the new Act is to permit a drawback of 25 per cent of duties now leviable on imports, with a few exceptions, from any part of the British Empire providing that the customs tariff of such part of the Empire is on the whole as favourable to the Bahamas as the drawback mentioned. The articles excluded from the terms of the measure are wines, spirituous liquors, liquid medicines and articles containing alcohol, tobacco, cigars, and cigarettes. The Act is to continue in force for a period of five years. The extent of the preference mentioned is that already applicable to imports from Canada under the Canada-West Indies Trade Agreement, which has been in effect in the Bahamas since last December.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, Belleville, London, Sarnia, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Chambre de Commerce, Montreal; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.).

3469. **Butter.**—A Belgian firm of import and export merchants wish to receive quotations on Canadian butter in large quantities.

3470. **Foodstuffs.**—A Belgian agent already representing a well-known French cider manufacturer wishes to add the representation of Canadian packers of fruits, salmon, lobster, and all food products.

3471. **Jams and jellies.**—A New York firm is anxious to get in touch with Canadian manufacturers of jams and jellies, for the purpose of representing them in that city.

3472. **Potatoes, hay, and grain.**—A general produce agent in Havana, Cuba, desires to secure agencies for Canadian firms wishing to export potatoes, hay, and grain to Cuba.

3473. **Paper, canned fish, etc.**—A commission agent and manufacturers' representative in Mexico is anxious to get in touch with Canadian manufacturers of paper of all kinds, canned fish, and any other Canadian articles which can be sold in competition with European and American merchandise.

3474. **Chemicals.**—A London firm of chemical merchants wish to get into touch with Canadian importers of chrome compounds for dying and tanning, as well as alizarine colours; and would also be prepared to import from Canada crude coal tar derivatives and heavy chemicals.

3475. **Store cattle.**—A Yorkshire firm desire to get into touch with Canadian exporters of store cattle.

3476. **Railway ties.**—A London merchant house wish to get into touch with manufacturers of railway ties, which are required for shipment to South Africa.

3477. **Fibre flax.**—A Belgian cotton spinning mill is interested to receive quotations on Canadian fibre flax.

3478. **Steel wire.**—A Johannesburg firm are making inquiry for supply of steel wire for nail making.

3479. **Paper.**—A Johannesburg manufacturers' agent requests correspondence from Canadian paper manufacturers, with object of their representation in South Africa.

3480. **Building material.**—A Cape Town company of manufacturers' agents, with engineering department, request correspondence from exporters of spruce, Douglas fir, building timbers, asbestos, tiles, and structural steel.

3481. **Rails, bar iron and steel.**—A Cape Town company of manufacturers' agents, with engineering department, request correspondence from exporters of rails, all sizes, bar iron, and steel.

3482. **Flour.**—A Belgian company desire to open up relations with a Canadian milling company desirous of placing flour in Belgium. Excellent references.

3483. **Food products.**—A Belgian firm, already importing goods from Canada, wish to get the agency of a reliable Canadian firm exporting food products.

3484. **Fruits.**—A Belgian firm wish to get in touch with Canadian exporters of fruits.

TENDERS INVITED

Argentina

CAST IRON PIPING

Conditions of tender have been received from Mr. B. S. Webb, Canadian Government Trade Commissioner, Buenos Aires, Argentina, covering 7,150 tons of cast iron piping from 0m. 075 to 0m. 400 in diameter, required for the water works of San Juan and Buenos Aires. Tenders, which will be accepted only from firms whose names appear in the *Direccion Tecnica del Directorio* showing that they are in a position to manufacture the materials for the institution. Canadian firms desirous of procuring these conditions of tender may receive them on application to the Director, Commercial Intelligence Service (quoting file No. 27469).

South Africa

STEEL FRAMED BUILDING FOR BLOEMFONTEIN WORKSHOPS

Tender forms, plans and specifications, covering the supply and delivery of the structural steel and iron work for a brass foundry, 90 feet by 50 feet, for the South African Railways and Harbours at their Bloemfontein workshops have been received in this office.

Tenders will be received at the office of the High Commissioner for the Union of South Africa, 32 Victoria Street, Westminster, S.W., England, up to noon on Monday, December 19. The drawings are open to inspection at the Department of Trade and Commerce, Ottawa, on application to the Director, Commercial Intelligence Service, from whom full information may be obtained.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To Liverpool.—*Metagama,* Canadian Pacific Steamships, Ltd., October 14; *Canadian Victor,* Canadian Government Merchant Marine, Ltd., October 14; *Lord Dufferin,* Canada Steamship Lines, October 20; *Melita,* Canadian Pacific Steamships, Ltd., October 21; *Canada,* White Star-Dominion Line, October 22; *Minnedosa,* Canadian Pacific Steamships, Ltd., October 28; *Canadian Trapper,* Canadian Government Merchant Marine, October 28; *Vedic,* White Star-Dominion Line, October 29; *Megantic,* White Star-Dominion Line, November 5; *Metagama,* Canadian Pacific Steamships, November 11; *Canadian Commander,* Canadian Government Merchant Marine, November 11.

To London.—*Canadian Raider,* Canadian Government Merchant Marine, Ltd., October 14; *Brant County,* Canada Steamship Lines, October 11; *Vennonia,* Cunard Line, October 14; *Bolingbroke,* Canadian Pacific Steamships, Ltd., October 19; *Hoerda,* Canada Steamship Lines, October 22; *Venusia,* Cunard Line, October 22; *Batsford,* Canadian Pacific Steamships, Ltd., October 25; *Canadian Otter,* Canadian Government Merchant Marine, October 28; *Vitellia,* Anchor-Donaldson Line, October 29; *Grey County,* Canada Steamship Lines, November 2; *Verbania,* Anchor-Donaldson Line, November 5; *Canadian Rancher,* Canadian Government Merchant Marine, November 11; *Bosworth,* Canadian Pacific Steamships, November 12; *Cornish Point,* Furness Line, November 10; *Tarantia,* Anchor-Donaldson Line, November 12.

To Glasgow.—*Canadian Victor,* Canadian Government Merchant Marine, October 14; *Cassandra,* Anchor-Donaldson Line, October 15; *Cabotia,* Cunard Line, October 22; *Canadian Navigator,* Canadian Government Merchant Marine, October 25; *Gracia,* Anchor-Donaldson Line, October 29; *Tunisian,* Canadian Pacific Steamships, November 5; *Saturnia,* Anchor-Donaldson Line, November 5; *Canadian Squatter,* Canadian Government Merchant Marine, November 11; *Pretorian,* Canadian Pacific Steamships, November 22.

To Newcastle-on-Tyne.—*Cairnmona,* Thomson Line, October 16; *Cairngowan,* Thomson Line, October 23; *Cairnross,* Thomson Line, October 30; *Cairnvalona,* Thomson Line, November 5; *Scatwell,* Thomson Line, November 12.

To Avonmouth Dock.—*Concordia,* Cunard Line, October 22; *Caledonian,* White Star-Dominion Line, October 15; *Bothwell,* Canadian Pacific Steamships, October 25; *Turcoman,* White Star-Dominion Line, October 22; *Lakonia,* Anchor-Donaldson Line, October 29; *Orthia,* Anchor-Donaldson Line, November 5; *Cornishman,* White Star-Dominion Line, November 5.

To Manchester.—*Manchester Importer,* Manchester Line, October 15; *Manchester Port,* Manchester Line, October 22; *Manchester Producer,* Manchester Line, October 29.

To Cardiff and Swansea.—*Canadian Runner,* Canadian Government Merchant Marine, November 5.

To Leith.—*Cairnmona,* Thomson Line, October 16; *Cairngowan,* Thomson Line, October 23; *Cairnross,* Thomson Line, October 30; *Cairnvalona,* Thomson Line, November 5.

To Belfast.—*Dunaff Head,* Head Line, October 23; *Kenbane Head,* Head Line, October 30.

To Dublin.—*Dunaff Head,* Head Line, October 23; *Kenbane Head,* Head Line, October 30.

To Londonderry.—*Lord Londonderry,* Head Line, October 30.

To Hull.—*Comino,* Furness Line, October 12; *Tamaqua,* Furness Line, October 28.

To Rotterdam.—*Fanad Head,* Canada Steamship Lines, October 15; *Deuel,* Rogers & Webb Line, October 17; *Lord Londonderry,* Head Line, October 22; *Mercer Victory,* Rogers & Webb Line, October 25.

To Havre.—*Hoerda,* Canada Steamship Lines, October 22.

To Hamburg.—*Fanad Head,* Head Line, October 15; *Deuel,* Rogers & Webb Line, October 17; *Lord Londonderry,* Head Line, October 22; *West Kebar,* Rogers & Webb Line, October 25.

To Antwerp.—*Corsican,* Canadian Pacific Ocean Services, October 15; *West Kebar,* Rogers & Webb Line, October 25.

To Naples-Genoa.—*Caserta,* Canadian Pacific Ocean Services, Ltd., October 15.

To Danzig.—*Corsican,* Canadian Pacific Ocean Services, October 15; *Scandinavian,* Canadian Pacific Ocean Services, November 12.

To Naples-Trieste.—*Montreal,* Canadian Pacific Ocean Services, November 2.

To Copenhagen, Gothenburg.—A steamer, Sprague Line, October 15.

To Rio Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Carrier,* Canadian Government Merchant Marine, October 23.

To St. John's (Nfld.)—*Mapledawn,* Canada Steamship Lines, October 23; *Manoa,* Canada Steamship Lines, October 13; *Canadian Sealer,* Canadian Government Merchant Marine, October 18; *Winona,* Canada Steamship Lines, October 19; *Canadian Sapper,* Canadian Government Merchant Marine, October 29; *Canadian Sealer,* Canadian Government Merchant Marine, November 5.

To Barbados, Trinidad, and Demerara.—*Canadian Gunner,* Canadian Government Merchant Marine, Ltd., October 22; *Canadian Harvester,* Canadian Government Merchant Marine, Ltd., November 2.

To Nassau, Kingston, and Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Ltd., October 18; *Canadian Forester,* Canadian Government Merchant Marine, November 8.

To Australia and New Zealand.—*Canadian Planter,* Canadian Government Merchant Marine, October 15; *Canadian Cruiser,* Canadian Government Merchant Marine, October 23; *Orari,* New Zealand Shipping Co., November 10.

To India.—A steamer, Ellerman-Bucknalls Steamship Co., October.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Ltd., October 16 and November 3.

From Quebec

To Liverpool.—*Empress of France,* Canadian Pacific Steamships, Ltd., October 18; *Canada,* White Star-Dominion Line, October 22; *Vedic,* White Star-Dominion Line, October 29; *Empress of Britain,* Canadian Pacific Steamships, Ltd., November 1; *Megantic,* White Star-Dominion Line, November 5.

From Halifax

To Liverpool.—*Sachem,* Furness, Withy & Co., October 12.

To London.—*Comino,* Furness, Withy & Co., October 16.

To Manchester.—*Manchester Exchange,* Manchester Line, October 11.

To Santiago and Jamaica.—*Nevis,* Pickford & Black, October 19.

To Bermuda, British West Indies, and Demerara.—*Caraquet,* Royal Mail Steam Packet Co., October 14; *Chaudiere,* Royal Mail Steam Packet Co., October 28.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria,* October 19.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, October 12 and December 10; *Niagara,* Canadian-Australasian Line, November 12.

To Auckland, Wellington, Dunedin, Melbourne, and Sydney.—*Waihora,* Canadian-Australasian Line, October 12; *Canadian Scottish,* Canadian Government Merchant Marine, October 15; *Canadian Transporter,* Canadian Government Merchant Marine, November 5; *Waimamino,* Canadian-Australasian Line, November 7.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan,* Canadian Pacific Steamships, Ltd., October 22.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia,* Canadian Pacific Steamships, Ltd., October 13.

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius,* Blue Funnel Line, October 14; *Tyndareus,* Blue Funnel Line, November 4; *Protesilaus,* Blue Funnel Line, December 4.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, November 15.

To Kobe, Shanghai, Hong Kong, and Manila.—*Melville Dollar,* Dollar Line, October 23.

To Southampton and Glasgow.—*Moliere,* Royal Mail Steam Packet Company, October 20.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius,* Blue Funnel Line, October 28; *Tyndareus,* Blue Funnel Line, November 18.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

H. A. Chisholm, Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

P. Roy. Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Hon. H. H. Stevens
(Minister of Trade and Commerce)

OTTAWA
F. A. ACLAND
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1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, October 17, 1921 | No. 924

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Weekly Bulletin" for future reference, and to bind them with the Index at the end of each half-year.

"WEST AFRICA AND ITS OPPORTUNITIES FOR CANADIAN TRADE"

A report on the above subject by Mr. W. J. Egan, Canadian Government Trade Commissioner, is in the hands of the printers and will shortly be published. In the early part of the year, Mr. Egan completed an investigation into Canadian trade opportunities in West Africa which was undertaken at the instance of the Department of Trade and Commerce. In addition to the British Colonies in that region (Nigeria, the Gold Coast, Sierra Leone, and Gambia), the prospects for trade in the French Colonies (Senegal, the Upper Senegal-Niger Colony, French Guinea, the Ivory Coast and Dahomey), were also surveyed. Among the subjects handled by Mr. Egan are: Population and Area of the Colonies, Currency and Banking, Methods of Purchase, Railways and their Requirements, and—most important of all—Import Requirements. In regard to the last, Mr. Egan in his report has, to use his own words, confined his attention to those "lines which it is believed Canada can undoubtedly supply, or in which, with a little effort, there is at least a fighting chance of the exporters of the Dominion securing a share of the trade". This section of the report contains about a hundred illustrations of various types of articles in demand in West Africa.

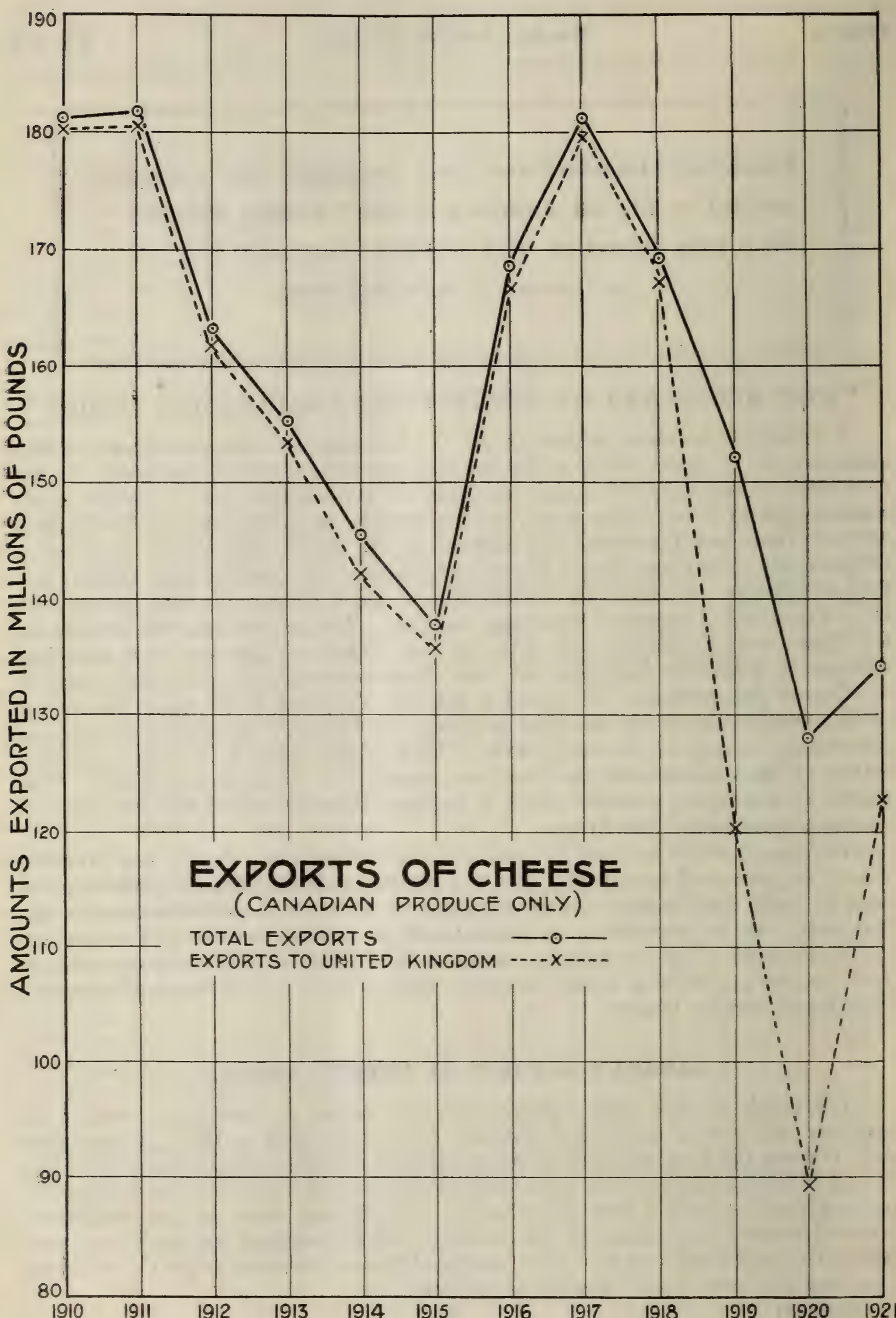
The report, which will not be available in any other form than in the pamphlet now in the press, will be sent post free to Canadian manufacturers and others interested in trade development, and at a charge of 35 cents to addresses outside the Dominion. As the number to be printed will be strictly limited, and copies can only be obtained on special request, readers of the *Weekly Bulletin* who may wish to receive copies are asked to make immediate application to the Director, Commercial Intelligence Service, Ottawa.

CANADA'S EXPORTS OF CHEESE, 1910-21

The graph for this week indicates the total export of Canadian cheese to all countries, and also to the United Kingdom alone, from 1910 to 1921. A very close ratio between the total quantity of cheese exported and the quantity exported to the United Kingdom existed until 1918, when the opening of the Continental European markets together with a greater utilization of milk and cream by the condensing factories resulted in a change in the equation. This divergence was made more pronounced in 1918 when over 20 million pounds of cheese consigned to the United Kingdom were held over in cold storage in Montreal.

Canada's Exports of Cheese, 1910-21

(Fiscal year ending March 31 in each year stated)



THE FLOUR MARKET IN SCOTLAND

Trade Commissioner Gordon B. Johnson

Glasgow, September 27, 1921.—The manufacture and marketing of wheat flour are such highly technical subjects that it would be presumptuous for any one without actual experience of this business to write a survey of the market or to offer advice on his own authority to the experts in Canada who are engaged in the manufacture or export of one of the Dominion's principal products. It should be clearly understood therefore that the following report, including any criticisms or advice respecting Canadian export practice which may appear, is based on information supplied by flour importers of the highest standing, undoubted knowledge, and with a world outlook, and should be regarded therefore in the light of useful information, or at least as revealing the mind of the importer, to those in Canada concerned in the prosperity of this industry and in the extension of flour exports to this country.

The report deals almost entirely with Scotland. The returns of flour imported into the United Kingdom for the past few years would be of very little value, because during most of this period flour was under the control of the Royal Commission on Wheat Supplies, as was also wheat, but generally the consumption of imported flour in Scotland is 200,000 tons per annum, or equal roughly to 2,000,000 sacks of 280 pounds each. This includes flour of all classes. During the war it included Canadian, American, Australian and Chinese. The total consumption of flour in and passing through Glasgow is 30,000 sacks of 280 pounds per week. There are in Glasgow five or six millers, including the Scottish Co-operative Wholesale Society, and these of course exercise a very important influence on supplies. They have a capacity of *25,000/280 per week. In Edinburgh, Leith, Montrose, and Dundee there are about five or six millers with a capacity of 19,000/280 per week, making the milling capacity of Scotland about *44,000/280 per week.

Just at present the home millers have an advantage over the importers because they are experiencing this year a heavy demand for bran from the Continent at quite £3 over their normal price—that is, £11 against a normal £8. For every extra pound that they get in bran they can reduce the price of flour one shilling a sack, so that they have three shillings for that purpose to-day. This demand for bran seems likely to continue for a long time.

THE SCOTTISH DEMAND

Respecting Canadian flour, the demand in Glasgow to-day is mainly for straight-run Manitoban; there is a small and steady demand for high-grade Manitoban Patents; and there is a considerable business in Ontario 90 per cent flour. The lower grades are not much wanted as the quality of bread is high. Competition is only on quality. The Scottish bakers use far more imported flour than the English bakers, owing to the system of baking in Scotland—that is, the use of the quarter and half sponge. The English bakers adopt the short process for which they find the home-milled flour more suitable. The Scottish baker likes to do his own blending and to buy flours of individual character on which he can rely.

QUALITIES ON THE MARKET

The quality of flour put on the Scottish market by domestic millers runs from the very highest short patents to a straight-run flour, and some of these have a high reputation and command top prices. They have had a distinct advantage this year

* Subject to correction.

in getting both Kansas wheat and Manitoban wheat for earlier delivery than the importers could get the flour, with the result that they can offer at a low price for specific delivery. Their flour is not so dry as imported flour and therefore absorbs less water and produces less bread. On the whole it is the opinion that there is practically very little advantage to the home miller over Canadian exporters except as already noted, and the exporters of other countries have no advantage in this market over Canadian exporters. One of the great advantages which Canada has attained is the reputation for quality of her Manitoban flour. All during the war period importers got better value from Canada than from the United States, with the result that the bakers have got very keen on Manitoban flour, and to a certain extent it has displaced Minnesota. The reputation of Manitoban wheat was not made by the shippers of Manitoban wheat, but was made by the millers who used No. 1 Northern Manitoba. It was the reputation of this flour which attracted the attention of the British millers to the quality of the wheat and incidentally led to its being bought.

CRITICISM OF CANADIAN FLOUR

One criticism of Canadian flour that is heard here is based on the supposition that some of the millers, more particularly in Ontario, are careless in quality respecting their winter wheats. It is stated that some of them ship carelessly—that is to say, ship " a clean up " of the mill which includes poor stuff as well as good. Again, some dealers do a fair export business in flour bought from different millers in Ontario and sold abroad under one brand. But this flour does not command a good price for the reason that it is irregular in quality. This lowers the reputation of Ontario winter wheat flour, which, coming from a good careful miller, cannot, in the opinion of the trade here, be excelled for certain purposes.

METHODS OF SELLING CANADIAN FLOUR

There are two methods of selling Canadian flour in this market. There is what may be called the temporary method, and what may be called the permanent method. The temporary method is favoured by those millers who use this market as an outlet for surplus stocks at prices below the market. Those millers are in communication with a number of firms here, who at the same time are in correspondence with a number of mills in Canada. Some of this business is done under mill brands, and a good deal of it under the buyers' private brands which they have on record in as many mills as care to correspond with them. If any of those mills wish to dispose of surplus stocks, they may cable low prices to half a dozen people, but those half dozen people at the same time may have similar cables from other millers who are in the same position. The cheapest seller gets the business for the time being and the trade is temporarily demoralized. But there is no permanency in this sort of business, because none of those importers can afford to take a risk, fearing that one or other of their competitors have got in a little cheaper than they have; so the moment the market turns this business comes to an end. What may be called the permanent method, which is favoured by the strongest and best established mills, is to confine their business to recognized and permanent agents, who sell under the mills' registered brands, and who, in exchange for this privilege, agree not to sell competing flours. These mills have a reputation which is well established, and command on the whole a steady all-the-year-round trade.

Most of the flour in Scotland is used by wholesale bakers. Home-baking is a comparatively small matter except in the country among the farming community. The Scottish Co-operative Wholesale Society bake about 4,000 sacks of 280 pounds each a week. Then there are some very large factories running, using from 2,000/280, 1,500/280, 1,000/280, 600/280, 400/280, 200/280, right down to what is called the

family baker. All through the industrial districts of Lanarkshire the co-operative movement is very strong, and some of these co-operative societies bake from 400/280 to 500/280 per week. This is the case also throughout Fifeshire, and in Dundee and Aberdeen, cities of nearly 200,000 people each. Many of these co-operative societies are tied to the Scottish Co-operative Wholesale Society who operate two large mills in Glasgow and Leith, and they are supposed to use at least 90 per cent of home-milled flour.

CONTAINERS, QUOTATIONS AND PRICES

The container preferred in this market is a cotton 140-pound bag for winter wheat flour and a jute 140-pound bag for Manitoban flour. These ought to be of the best quality, otherwise there is constant trouble through loss, and claims on the insurance and shipping companies.

Quotations in this market are required in sterling on a c.i.f. basis; sixty days' sight draft; with a guaranteed clearance from the seaboard; flour to be insured under an All Risks clause for 5 per cent to 10 per cent over the amount of the invoice. Goods are bought for prompt shipment, that is within fourteen days from the mill. These appear to be the general methods of quotation, finance, and terms.

It is difficult to give the present prevailing prices for flour, but the undernoted will give a rough idea:—

Manitobans.

On spot are worth equal to 62s. to 63s. c.i.f.

First half October shipment equal to 54s. to 54s. 6d. c.i.f.

November shipment equal to 52s. to 48s. c.i.f.

Home millers are offering Manitobans on spot at equal to 64s. c.i.f., and for November delivery here from wheat due in October at 52s. to 54s. c.i.f.

Kansas Patents are offering at 58s. to 60s. c.i.f. on spot. American Top Winters are selling at 54s. c.i.f. on spot, and for shipment are 56s. 6d. c.i.f. Pacific is offering on spot at 48s. to 52s. c.i.f. Australian is offering on spot at 52s. to 53s. c.i.f., and for September shipment at 50s. c.i.f. English native flour is 48s. c.i.f., delivery as required.

PORT FACILITIES

The port facilities in Glasgow are absolutely first-rate in every respect. There are special sheds and berths used exclusively for flour, and in nearly every case the flour is hoisted to the upper floor. These sheds are enormous with endless doors and chutes for delivering flour, and any amount of ventilation exists, so that if flour arrives actually wet, it can be dried by the opening of these doors. All work in connection with flour is done under cover, and when ready for delivery the flour is passed from the upper floor down chutes to the carts. A short time ago a steamer arrived with about 50,000 bags, which were landed and delivered within a week. Charges are fairly reasonable. The same facilities exist at Leith and Dundee. In short, in Glasgow harbour flour is handled strictly by itself and is not mixed up with other cargo. The sheds are beautifully built and have hard, clean floors, and the very latest appliances for cleaning and handling any damaged stuff, so that imported flour gets every chance.

In addition, there are endless first-class storage houses, nearly all fireproof and provided with the latest appliances for cleaning. Furthermore, many of the bakers carry under their own roofs from two to three months' stock, believing that the flour is better conditioned and they get better results from it after this maturing process. It is kept in a certain temperature, and gives better results than if it were baked after coming right out of the steamer in cold weather.

In Glasgow there are about thirty-two importers, and as a rule they cover the whole of Scotland, and prefer if possible to get direct shipment to Leith, Dundee and Aberdeen. Many of these firms also do a large business in Ireland.

The Scottish baker is a firm believer in imported flour, knowing that he gets a genuine, specific article of a certain character. He knows that the character is there; he knows what he can do with it and makes up his blend accordingly. Generally he works with Parisian barm as a fermenting agency, but in some cases he also uses yeast to hasten his fermentation. The Parisian barm has a great deal to do with the flavour of the bread. The quality in Scotland, as a whole, is very high, and the demand at present is almost entirely for fine flours.

PROVISION FOR ARBITRATION

There is machinery in existence, under the rules of the Glasgow Corn Trade Association and Flour Trade Association for the settlement of any dispute by arbitration, and these rules are as fair to the miller as they are to the importer. In the event of an arbitration, each side appoints a man, and before arbitration is proceeded with the arbitrators appoint an oversman. In the event of the arbitrators not agreeing, the oversman is called in. After the decision then arrived at, there is a right to appeal to a court of appeal made up of seven men, and unless there is a majority of five out of the seven, the original decision cannot be reversed. The result is that an unfair decision is very unlikely and the miller as well as the importer is protected.

Flour is usually bought by importers at a price per 280 pounds *net* c.i.f. Glasgow, not at the mill. Flour in the course of shipment and handling loses rather than gains in weight, so that a margin of half to three-quarters of a pound per 140-pound bag might be allowed for such shrinkage, so that two bags should weigh 280 pounds net on arrival here, according to the terms of sale.

The population of Glasgow is 1,025,000, and with the separate municipalities up and down the Clyde, which are practically suburbs, the population cannot be far short of 1,250,000, so that Glasgow is the best importing centre.

AUSTRALIAN FINANCIAL CONDITIONS

Trade Commissioner D. H. Ross

Melbourne, September 6, 1921.—The present period of transition from winter to spring is proceeding under favourable circumstances, and reports from the country continue of a hopeful character in regard to the prospects for the coming season's production of the leading primary staples—wool, wheat, and dairy products.

At the moment, traders are receiving a fair volume of orders from the country which reflects improved purchasing power after substantial realization from the sale of much of last season's production. The wool trade is showing a marked revival both in London and Australian sales, and cabled advices indicate the prospects of a firmer market which has put renewed vigour into commercial activities throughout the Commonwealth. While the stocks of dry goods held throughout the Commonwealth are stated to be much in excess of immediate requirements, there is, inversely, already some shortages in lines of general hardware, and this position will probably become accentuated before the end of the year.

The first two months (July and August) of the fiscal year demonstrate that the importations will continue to show a marked diminution in value for some time to come. The policy of deflation is proceeding apace, and the trend of business is now upon a much more conservative basis than at any period in recent years.

It is undoubted that there has been a general improvement in Australian finance in recent months, while the trading vicissitudes experienced in other parts of the world have had their distinctive bearing upon commercial activities in these Southern Seas. In banking circles it is anticipated that, towards the end of this year, there will—through various causes—be a period of curtailment in purchasing credits, but this restriction is only expected to be of a comparatively temporary character.

The mail closes with a feeling of pronounced optimism as to the future, and with hopeful expectations in regard to an excellent harvest and its beneficent influence upon the trading prosperity of the Commonwealth.

THE IRON AND STEEL INDUSTRY IN AUSTRALIA

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, September 6, 1921.—The production of iron and steel in Australia is indicated in the report of the Broken Hill Proprietary Company's Works at Newcastle, N.S.W., for the year ended May 31, 1921.

The following figures give the output of the company for the last three years:—

	1921	1920	1919
	Tons	Tons	Tons
Pig iron	227,533	171,139	155,172
Steel ingots	209,458	166,772	178,602
Coke	240,905	170,970	174,070
Sulphate of ammonia	3,385	2,618	2,630
	Gallons	Gallons	Gallons
Tar	2,456,960	1,913,358	1,673,480

The nature and extent of the operations of the concern for the year may be further gauged by the production of the various mills, which is reported as follows:—

Blooming Mill.—This mill produced 189,597 tons of blooms and billets, 2,388 tons of slabs, and 1,865 tons of plates.

28-inch Mill.—Total production 84,070 tons, including 36,673 tons of rails, varying in sections from 45 pounds to 100 pounds per yard, and also a quantity of angles, beams, channels, in addition to billets for the smaller mills.

18-inch Mill.—In this mill 81,179 tons of material were rolled, including light rails, angles and other sections.

12- and 8-inch Mill.—The production of these two mills was 36,934 tons of light sections, while alterations are being completed to improve the tonnage.

Rod Mill.—This mill produced 42,631 tons of wire rods, running single strand.

Fishplate Plant.—The tonnage of fishplates, for the various sections of rails produced amounted to 3,009 tons.

Steel Foundry.—Castings were produced to the extent of 4,161 tons.

By-products.—At present tar and sulphate of ammonia are the only by-products being saved, but a plant for the recovery of motor spirit and naphtha, as a by-product in the distillation of coal in making coke, is under construction.

The Broken Hill Proprietary Company started its iron and steel works in April, 1915, and up to now has expended between £3,500,000 and £4,000,000 on plant and construction.

AUSTRALIAN ARTIFICIAL SUBSTITUTE FOR VENEERS, ETC.

In *Weekly Bulletin* No. 879, page 1631, there appeared an article entitled "Australian Artificial Substitute for Veneers, etc.," descriptive of Keltona composition made from wood waste. The material is the invention of an Australian, on whose request Mr. C. Hartlett, Assistant to the Canadian Trade Commissioner in Melbourne, has forwarded a packet containing five samples of the composition, which can be produced in a variety of colours. These are on file at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, where they may be inspected on application to the Director of the Commercial Intelligence Service (File No. T./C.-2-101). In forwarding the samples, Mr. Hartlett writes: "With so much suitable wood waste available, Canada would appear to offer an excellent field for the manufacture of the composition on a large scale."

FINANCIAL CONDITIONS IN NEW ZEALAND

Trade Commissioner W. A. Beddoe

Auckland, September 12, 1921.—In consequence of the excess of exports over imports, the financial situation has changed for the better. The trade for the month of July shows considerable improvement. Heavy shipments of produce, coupled with light imports, give a favourable balance of over three millions sterling. To be exact, the imports for July totalled £1,825,542. The exports were £4,959,034, consisting of the following principal items: frozen meat, £2,430,876; cheese, £967,387; butter, £368,560; wool, £489,193; sheepskins, £139,704; rabbit skins, £23,007; gold, £79,071; tallow, £60,086; timber, £42,137; sausage skins, £44,861; hides, £40,906; preserved meats, £26,844.

The importance of this is that imports having fallen away, and exports having increased, a gold fund has been created in London, enabling New Zealand banks to deal with imports, which must be paid for in cash on London. There is now gold in London to meet sight drafts drawn in New Zealand for the payment of imports. Heretofore London money has not been readily available, and the rate of exchange to establish credits has been 3⅛ per cent. In consequence of the supply of money available for commercial transactions in London, the exchange rate has dropped to 2½ per cent. The financial conditions in the future depend upon the coming season's exports. The prospects of dairy produce are good, but the outlook for meat is only fair as the high freight rates have a serious effect. A knowledge of these facts becomes important to the Canadian importer because he can only get his money if New Zealand exports continue at a high ratio. In this particular, the worst is regarded as past. Of course, the necessity for economy in buying still exists, but the stringent condition of the money market is now largely alleviated.

The intention of the New Zealand Government, when the financial atmosphere is clear, to spend many millions of pounds on the development of hydro-electricity, secured from the water powers of New Zealand, will create a demand for years for this character of material, and it is hoped that the Canadian manufacturer will take advantage of this unique opportunity of supplying the New Zealand Government, which has scarcely touched her water powers, with the latest machinery used in such development.

NOTES FROM ARGENTINA

Trade Commissioner B. S. Webb

Rainfall Improves Crop Prospects

Buenos Aires, September 16, 1921.—Abundant and widely distributed rains have fallen throughout the cereal zone of the Republic and the anxiety which was felt has been relieved. Stock raisers and agriculturists were feeling the effect of the serious drought which had persisted for some time. Wheat sowings in the Western and Northern districts had commenced to suffer, and if rains had not fallen within fifteen days the damage to the crops would have been considerable and widespread. As it is, the prospects for the coming crop, so far as can be judged at this early stage, are considered to be satisfactory, though no information regarding areas sown is as yet available.

Canadian Exchange: Argentine and Uruguayan Loans

Nothing further has transpired regarding the proposed $50,000,000 loan for Argentina to which reference was made in *Weekly Bulletin* No. 920; many announcements have been made and contradicted but it would appear that negotiations are

still being carried on and that the loan project may materialize if the term for repayment can be extended to four years or more, instead of two years as originally proposed. In Montevideo it was ascertained that the transfer from New York of the proceeds of the $7,500,000 loan exerted but little influence on exchange quotations. No substantial decrease in the cost of Canadian exchange can as yet be reported. American funds are to-day quoted at 146 as compared with the previous high level of 156 on July 19. Canadian funds, of course, are some ten to twelve per cent cheaper but business under these conditions is extremely difficult to transact.

Purchase of Locomotives

Rumours have been current that the Argentine State Railways were seeking financial accommodation in New York for the purpose of purchasing locomotives, and according to a press message from New York an arrangement has now been made by which the National City Bank and the Guarantee Trust acquire State Railway bonds to the value of $5,000,000 carrying interest at the rate of 8 per cent per annum, the proceeds of the sale to be invested in the purchase of locomotives from the Baldwin Locomotive Works.

THE MARKET FOR MACHINERY AND IMPLEMENTS IN CHINA

Trade Commissioner J. W. Ross

Shanghai, September 15, 1921.—In preparing a report on the machinery trade of China, one is confronted with the difficulty of obtaining accurate information regarding the amounts of certain kinds of machinery imported in any one year, so imperfect are the customs returns. The classification of machinery as given in Government trade reports only consist of a few special kinds of machinery, and do not give the volume of imports of many important lines. Thus flour milling machinery and mining machinery are quite left out of customs returns, yet imports of each are known to be quite considerable every year.

AGRICULTURAL IMPLEMENTS

The farm holdings of the ordinary Chinese farmer are so small, and his resources are so limited, that he is not in a position to make use of farming implements to any extent, and farming on a large scale has not yet been attempted in any great way; up to the present time only two or three stations having been established, and those being more or less under Government support. A private company to engage in scientific farming in Eastern Manchuria was formed a few years ago, and a large tract of land was secured upon lease from the Chinese Government for a long term of years, but the same government was unable to protect the company in their enterprise, for the Hunghutze or bandits ran off with the company's cattle, and stole their horses, and finally raided the station and burnt some of the buildings, so that the experiment was a failure and had to be abandoned.

Returns of trade give a certain volume of imports of agricultural machinery every year, but this is probably small equipment rather than much machinery, and very likely consists of all such articles as garden rollers, lawn mowers, gardening tools, etc., and is likely mostly imported for use in foreign gardens, municipal parks, etc. However, it would appear that, when properly introduced, many kinds of small farm tools and equipment might be sold in this country, particularly in Manchuria, where farming operations are carried on in a larger way than in China proper. Such equipment should consist of light plows, heavy hoes, rakes and spades, machines for shelling beans and corn, and for chopping straw, etc., and once the native farmers become familiar with such things quite a large market might be developed, but as yet the demand for machinery proper is very small.

IMPORTS OF AGRICULTURAL MACHINERY

The total imports in 1920 were valued at G.$1,250,000. Of this the United States furnished about 75 per cent. The amount coming from Canada is difficult to state, but was not great.

MACHINERY—PROPELLING: TURBINES, BOILERS, ETC.

Such machinery being for use in the shipbuilding and other marine work, a constant demand always exists in China. Total imports of this class in 1920, were in value G.$2,970,000. In this class of machinery Great Britain easily leads, having furnished about 50 per cent of the total imports of last year, the balance being supplied chiefly by the United States and Japan. The amount coming from Canada is negligible.

MACHINERY FOR TEXTILE INDUSTRIES

This is the class of machinery which at present is meeting with the greatest demand in China, due to the great extension of the cotton milling industry, which has not only reached to a high development, but is constantly expanding. In addition to the large number of cotton mills already in operation, there are 28 new mills in course of erection in different parts of the country, which accounts for the large volume of machinery imported in 1920. Total imports in 1920 were valued at G.$8,680,000. In former years Great Britain had practically all the trade in textile machinery imported into China in its hands, but since and during the war, the difficulties of obtaining deliveries of machinery from England has caused other nations to become active in bidding for this business. Consequently, in 1920 the great bulk of the demand was shipped from the United States. Following are the details: United States, G.$4,800,500; Great Britain, G.$2,250,000; Japan, G.$1,250,000; all other countries, G.$380,000. Canada does not produce this class of machinery.

MACHINERY: OTHER KINDS AND PARTS OF MACHINERY

This classification is a good example of the meagre information to be obtained from Chinese customs returns. Under this heading are included more than 50 per cent of the total imports of all machinery into this country. Presumably such imports include all such machinery as flour-milling, mining, hoisting, oil mill machinery, and miscellaneous machines of various kinds. The extent of the trade in each of the above, one would think should justify a separate classification for each, which would also serve to show the extent of the industries in which such machinery is employed. The value of imports of this class amounted in 1920 to no less than G.$15,000,000, but what portion of this large sum is represented by any of the kinds named above it is impossible to say.

MINING MACHINERY

If any statistics of imports of mining machinery were available, the amount would probably be shown to be considerable. With the possible exception of gold and silver, China possesses many deposits of minerals, and coal is found in great abundance in many of the provinces. Most of the mining done in China is carried on in a very primitive manner by native methods, the great abundance and cheapness of labour making this profitable. Nevertheless, machinery of various kinds usually employed in mining operations is in demand. In addition to coal, of which there are scores of mines in China, valuable deposits of iron ore exist, as well as lead, copper, zinc, antimony and some silver, in the extraction of which machinery must be employed and the most of it imported.

FLOUR-MILLING MACHINERY

During the last two years China has greatly advanced in the cultivation of wheat and the milling of wheat flour, and for this purpose much flour-milling machinery has been imported, but it is regrettable that no statistics of the trade are to be obtained. In addition to the number of flour mills in Manchuria, situated in and about Harbin, there are in China proper 43 other mills as follows: Shanghai 22, Wusieh 6, Hankow 4, Tientsin 4, Changchun 4, Tsinanfu 3. Other mills are constantly being erected and equipped, and machinery for this purpose will always be required. Most of the flour-milling machinery in operation in China is of American manufacture.

OTHER MACHINERY

Other kinds of machinery which China annually requires are the following: Machinery for silk filatures, weaving and knitting machines for silk and cotton, rice-hulling machines, machines used in confectionery and macaroni and paste trades, and for making cigars and cigarettes. There is also a demand for wood-working machinery, principally for use in the furniture and cabinet-making trades, but as there are no forests in China, there is no demand for the heavy machines used in logging and similar operations.

SEWING MACHINES

Sewing machines were imported into the different ports of China in 1920 to the value of G.$1,300,000. Of this total the United States furnished 50 per cent, Japan 30 per cent, and Hong Kong 10 per cent, which latter were probably all American machines. The balance came from several other countries.

The Chinese are rapidly taking to the use of sewing machines, and a certain American company have agencies for the sale of their machines in all the chief towns and cities throughout the country. Sales are mostly made upon a small initial payment, and thereafter by stated monthly payments. In this way Chinese tailors are enabled to increase their earnings by the operation of the machine, and to keep up their payments.

ELECTRICAL MACHINERY AND FITTINGS

A great increase in importations of electrical machinery and material in 1920 is to be recorded. This was due to a keen demand for electrical equipment for lighting and other plants in the extension and expansion of existing plants and the installation of others. The employment of electrical current for lighting purposes and for small power plants is rapidly expanding in China. These small power plants are mostly supplied by the United States. The numerous small industries which are operating in China are particularly well adapted to the employment of electricity as a medium of power, the current being easily controlled and shut off when not required, and although there are no hydro-electrical power plants in the country yet the current is not expensive, and in Shanghai the charges are particularly low. It must not, however, be supposed that all electrical plants are of small power, for some of the installations are quite large having units of 1000 kilowatts and over.

The increased installation of power and lighting plants have of course greatly increased the demand for fittings and accessories, lamps, wiring, etc. The total imports of electrical machinery and fittings in 1920 amounted in value to G.$8,000,000. Of this total the United States furnished 33 per cent, Japan 40 per cent, and Great Britain 15 per cent, the balance of 12 per cent coming from all other countries. The United States receives the greatest share of the large and more powerful

machines and better class of fittings, while Japan furnishes the small plants and cheaper fittings, lamps, etc., although lamps of very good quality are now being manufactured in Shanghai in large quantity.

AN IMPORTANT MARKET

As showing the great importance and value of China as a market for machinery, the following summary of the total imports of machinery in 1920 of the classes reviewed above is worthy of attention.

Agricultural machinery	G.$1,250,000
Machinery, propelling	2,970,000
" for textile industries	8,860,000
" for brewing and distilling	34,000
" other kinds and parts	15,000,000
" sewing and embroidering	1,300,000
" electrical	8,000,000
Total	G.$37,414,000

FUTURE PROSPECTS

Large as were the imports of machinery into China last year, all indications point to an active demand and continued large imports during the present year. Many new industries are in course of erection in different parts of the country. A new mint is to be established at Shanghai and smelting works in North China, and numerous small industries at many other points. As far as industrial activity is concerned, China is surely advancing, and there would appear to be no lack of money with which to finance new enterprises, the only deterring factor being the unstable political condition of the country and the total lack of government support to any enterprise on the part of the people. In spite of all this, China is certainly advancing in modern industrial activity, which is sufficiently proven by the figures of imports of machinery during last year. An English economist has recently observed that China must eventually become a formidable rival of all manufacturing nations, and from observation on the spot for a number of years this statement is not at all surprising. China possesses within itself an abundance of raw materials of many kinds, and is also in possession of an asset not enjoyed by many other countries—that is an overplus of cheap and intelligent labour. The success of Chinese workmen in such industries as shipbuilding, cotton spinning and flour milling should prove that they can be equally successful in other fields of production and manufacture, and this will probably prove to be the case.

Consequently there must hereafter be a constant demand in China for machinery and mill equipment of all kinds, the greater part of which must be imported from other countries.

MACHINE TOOLS

In addition to the machinery reviewed above, there was also imported into China in 1920 machine tools to the value of gold $943,000. Such machines consisted of lathes, planers, cutting and punching machines, grinders, turning machines, and all the appliances usually to be found in ordinary machine ships. Of the total imports, the United States and Japan each supplied about 40 per cent, Great Britain 7 per cent. These figures can hardly be said to be a fair representation of the division of this trade, for Great Britain in former years annually furnished a large portion of the imports and will probably do so again when that country is in a position to execute orders.

MARKET FOR PAPER FELTS IN JAPAN

Trade Commissioner A. E. Bryan

Yokohama, September 15, 1921.—The largest single business done in paper felts in Japan is by the Toyo Shokwai of Tokyo, who are sole agents for the felts made by F. C. Huyck & Sons, Albany, New York. This firm controls the Kenwood Mills Ltd. of Arnprior, Ontario. Of late all these felts have been coming from the Canadian plant, and the writer has seen many cases of these Canadian felts unloaded from C.P.R. ships. Another Japanese firm—the Meishosha Company, Ltd., of Tokyo—represent another United States firm, do considerable business, and have their own representative working with their agents here. There are also three or four English felts represented on this market by various British commission houses, and the bulk of the imports of felts come from English manufacturers, although American felt importations have been on the increase during the last four years.

The felts most in demand, outside of the ordinary groundwood and sulphite felts, are as under: Top and bottom cylinder wet felts; press felts for all grades of boards; press felts for high quality box boards; wet felts and press felts for fourdrinier machines; 1st, 2nd and 3rd press felts for news.

FELTS NOW MANUFACTURED IN JAPAN

Of late two Japanese woollen mills have begun the manufacture of felts, but they are practically in the experimental stage, and the writer has heard of no important mills which are using the local product. The larger mills here usually place their orders well ahead of time with their suppliers. In few cases do the larger mills buy their own felts direct from the manufacturers abroad, but are generally content with buying from the local agents in Japan of foreign makers. Just at present the mills are working at a reduction of 20 per cent of output, with a corresponding decline in the demand for felts. In 1920 felts were imported to the extent of over 100,000 pounds at a value of yen 395,945, as compared with only 31,122 pounds in 1919 at a value of yen 118,000.

Any Canadian mills wishing business here must send out their own representative to make his goods known to the mills, and to appoint a firm to represent them here. The Department of Trade and Commerce have a list of firms handling paper machinery and supplies as well as a general list of importers of paper pulp, any one of whom would also be interested in other supplies for paper mills.

Particulars regarding the chief mills in Japan, the kind of paper manufactured, their output and the number and sizes of machines, are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application to the Director, Commercial Intelligence Service (quoting File No. T.C.-2-110).

MOTOR TRANSPORT IN SYRIA

Since the French occupation of Syria great attention has been paid to road-making, and good results have been obtained, says the *London Times Trade Supplement*. The Lebanon especially has a large extent of good driving roads. His Majesty's Consul General at Beirut says that conditions are therefore favourable for motor transport. There has been a considerable import of motor cars during the past year. American cars greatly predominate owing to their cheapness. Their lightness and power suit them for the rough roads and arduous climbs. British low-priced cars are not sufficiently powerful for the climbing, while the higher-priced one are too dear for the market or too heavily built. Owing to the small carrying capacity of the Damascus railway under present conditions and to the high rates merchants even now find it cheaper to transport goods to Damascus by road. Lorries and vans are also in use in Beirut itself and in the costal regions.

SOUTH AFRICA'S IMPORTS FOR 1920

Trade Commissioner W. J. Egan

IX. Boots and Shoes; Leather, Rubber, and Cotton Goods

Although the manufacture of boots and shoes within the Union made such big headway during the war period, the imports in 1920 were about equal to any pre-war figures. We have already submitted particulars in reference to prohibition of import enacted at end of May last, and as permits are granted only on goods of a certain make, costing at lowest, in women's $5 and in men's $6.75, the possibilities of imports during the prohibited period—to the end of December this year—will indeed be small.

After repeated efforts, this office had at last induced one Canadian company to make an endeavour with the right kind of representation, but unfortunately, just as they were getting under way, the prohibition of import came into effect; this will keep Canada out of this market on men's and women's boots and shoes for some time.

The total import of children's boots and shoes into the Union last year was 937,436 pairs, which was within 15 per cent of the best year pre-war, and 40 per cent greater than the import for the year 1919. Canada is credited for last year with 111 pairs—a slight increase over the previous year. The imports from the United States dropped from 196,642 pairs in 1919, to 121,211 pairs last year, and up to the prohibition of import, their trade for this year had dropped lower still. Their value, however, for the two years under review, increased from $265,000 for the larger quantity in the year 1919, to $318,000 for the smaller quantity imported last year.

The United Kingdom manufacturer, in this line of export, came well on the way to his pre-war hold of the trade, which averaged annually over 1,200,000 pairs, by increasing his trade from 298,717 pairs in 1919, to 733,031 pairs last year. Australia has made the most remarkable progress, shipping for the first time in fair quantity 56,220 pairs as against 7,107 pairs in 1919. Switzerland's imports are about four times ahead of the pre-war period, the total last year being 24,336 pairs. Imports from Japan and the Argentine dropped to low figures, and from what one hears in the trade, will continue in this way.

MEN'S BOOTS AND SHOES

The imports of men's boots and shoes, in leather goods, were about equal to any pre-war years, reaching a total of 1,174,642 pairs, an increase of 256,000 pairs over 1919.

Canada's share of the trade dropped from 3,049 pairs in 1919, to 653 pairs last year. The United States exports in men's boots and shoes have dropped from 579,126 pairs, in 1919, to 213,068 pairs last year, and this is about four times as much as was secured in any previous year, to and including 1914.

As with children's lines, the United States came back under this heading in a very big way, increasing from 200,386 pairs in 1919, to 896,266 pairs last year. Australia is again in strong evidence, increasing her quantity export from 4,317 pairs in 1919, to 57,957 pairs last year. Japan held a good share of her 1918 proportion of trade, shipping 2,202 pairs last year. The imports from the Argentine decreased from 37,782 pairs in 1918, and 26,493 pairs in 1919, to 958 pairs last year. Germany, which shipped an annual average pre-war of about 20,000 pairs, was in evidence with two pairs last year, valued at $35.

WOMEN'S BOOTS AND SHOES

The entries under this heading tell pretty well the same story: increase in quantity import, and all shared by countries which were factors in the pre-war period.

The total imports last year in women's boots and shoes were 1,648,499 pairs, an increase of over 650,000 pairs over the previous year. Canada's trade dropped from 1,017 pairs to 488 pairs. The United States exports dropped from 514,183 pairs in 1919, to 251,902 pairs last year. The United Kingdom's trade increased from 337,495 pairs to 1,074,733 pairs, Switzerland's from 97,598 pairs to 209,601 pairs. Australia shipped 110,543 pairs of women's shoes to South Africa in 1920.

The imports from the Argentine dropped from 16,532 pairs in 1919, to ten pairs last year. Germany, which pre-war shipped about 25,000 pairs annually, came back last year with 102 pairs.

In both men's and women's boots and shoes there is a good trade in sight for Canadian manufacturers who will meet local requirements, which is cheap and medium prices, medium patterns of wide widths. The extreme style will never find a big market in this country. The competition to meet is British for the big bulk. The American trade will again resolve itself into such standard brand lines as carry on a regular advertising campaign, and make agency arrangements to devote a store in each large centre to their special brand. The general import trade enjoyed by this source of supply for the past six years has been lost to them because in many cases efficiency methods were certainly lacking, in such ways as filling the order to sample, packing and preparation of documents. Many importers state that, judging from the experience of the immediate past, they will have to show something very special before ordering again.

The above facts are quoted to show the necessity there is to study your customer and his requirements, even if he is eight thousand miles away. There is more money and satisfaction for the exporter of any country in repeat orders for years to come than there is in the advantage of the passing moment.

FOOTWEAR, RUBBER AND PLIMSOLS

The total imports under this heading last year were 345,657 pairs, which was 98,263 pairs less than the previous year. Canada's share of the trade increased from 24,212 pairs in 1919, to 153,560 pairs last year. The first real effort on the part of the Canadian company securing the major portion of this business was in 1918, when they shipped 100,893 pairs. Most of this sale is on what is known in Canada as the gym. shoe. There is a big trade in white, both in fibre and rubber soles. It is a matter of price for the bulk of the trade, although in the large centres there is a good trade in the better grade goods. Now that other white footwear companies are represented, we may look forward to increased trade for Canada in a more general range.

The imports from the United States under this heading dropped from 293,135 pairs in 1919, to 69,370 pairs last year.

The United Kingdom exporter shipped 122,431 pairs last year, an increase of 2,293 pairs over the previous year. Japan, which had worked up an export of 5,849 pairs in 1919, dropped to 10 pairs last year.

SLIPPERS

The imports of slippers of all kinds, excepting Chinese, increased from 162,226 pairs in 1919, to 320,056 pairs last year. Canada shipped 83 pairs. The United States trade dropped from 13,352 pairs to 4,053 pairs last year, while the United Kingdom exports increased from 116,788 pairs to 302,810 pairs last year. Australia increased her shipments from 2,253 pairs to 8,374 pairs. Japan's trade dropped from 28,281 pairs to 3,607 pairs, and India from 1,182 pairs to 385 pairs.

LEATHER IMPORTS

In the enamelled and patent leather in the piece, although the imports last year were only 30,428 pounds for general imports, there was an import of 18,842 for Government stores, and in leather imports in the piece, not enamelled or patent, there was a general import of 813,453 pounds and an import for Government stores of 13,497 pounds.

Canada has been securing a nice share of the better grade leather trade, due to representation on the spot, and a real effort by the Canadian company represented to meet the difficult condition of quotations which existed last year.

Australia is of course the leading source of supply for South Africa, which is now tanning so much of its own leather that imports have dropped an average annual of 2,500,000 pounds to this year's total, and there is a much bigger consumption of leather in the country on account of the increased boot and shoe manufacturing industry. The United Kingdom and the United States are the next biggest sources of supply, and India has increased her trade in the past ten years.

LEATHER MANUFACTURES N.O.D.

While last year's total import of $595,460 was away ahead of any year since 1914, it was not quite up to the years 1913 and 1912, when it averaged at much lower prices more than $600,000 annually. Canada shipped each year two or three hundred dollars of value. The United States trade last year totalled $46,170, which was slightly less than in 1919. The big increase was secured by the United Kingdom, which increased its trade from $169,900 in 1919, to $473,330 last year. Australia has come ahead from $600 in 1914, to over $13,000 in 1919, and $24,345 last year. Holland shipped last year for the first time in fair quantity, to a value of $11,360, Switzerland $8,260, Japan $3,880, and India $1,370. As with so many other lines, Germany came back under this heading with a value of $16,720; pre-war, her average trade was about $82,000 annually.

SADDLERY AND HARNESS

The very low imports during the war under this heading was one of the reasons for the big lift, from an annual average from 1915 to 1919 of $65,000, to $286,665 last year. The imports under this heading are usually a standard type of English goods, which are usually about 95 per cent of the total trade. This proportion was altered last year, as out of the total import the United Kingdom secured only $232,670. Canada shipped to a value of $16,270, and the United States $19,810. Australia is credited with $2,040. In addition to general imports, the Government Stores imported this year to a value of $21,100. The saddlery and harness trade is one of the most progressive within the Union, and has been developed in a big way. For general purposes it may be stated that imports under this heading in the future will be smaller.

SADDLERS' AND SHOEMAKERS' MATERIALS

Canada's share of this trade dropped from $87,600 in the year 1919 to $26,715 last year, and unless our Canadian manufacturers are prepared to meet normal competition, it will drop lower still. The total trade last year was $838,740. The United States trade dropped from $278,100 to $91,310, and the United Kingdom increased from $469,000 to over $708,000. France shipped to a value of $4,480, and Germany $1,980.

Rubber Goods

HOSE, CONVEYING

Last year the South African imports in conveying hose was to a value of $573,740, an increase of over $200,000 on the previous year, and about double the value of any pre-war year. Canada's share of the trade, which had grown from $900 in this year to $15,275 in 1919, dropped to $6,975 last year. Now that there are several Canadian rubber companies represented, as with other lines, our trade in this should increase; it is just a matter of price and meeting local conditions. The United States shipped to a value of $382,000, and the United Kingdom $184,580.

Beltings have been reviewed in the machinery group of this report.

RUBBER TIRES

Last year was phenomenal in automobile imports, and the same applies to tires, which increased in value from $2,407,000 in 1919 to $6,105,000 last year. Canada's trade more than doubled in the two years from $242,000 in 1919 to $574,000 last year. The United States figures of trade in tires are remarkable indeed, the jump from 1919, with her then banner tire year of $716,000, to $2,523,750. The United Kingdom are very little different, jumping from $965,000 to $2,262,000 last year. Imports from France also increased from $401,000 to $707,000, while imports from Italy dropped from $78,000 to $23,000.

In waterproof cloth and sheetings there was the same remarkable increase of imports, not of course in the same proportion. Last year's imports were to a value of $312,390, an increase of $227,000 over the previous year. Canada's exports under this heading increased from $2,835 to $9,600, the United States from $12,000 to $57,000, and the United Kingdom from $70,000 to $242,975.

In other manufactured rubber goods, including tire rubber, the total imports last year were to a value of $704,000, which is about three times the total average annual pre-war value import. Canada's trade under this heading, which has increased, due to representation, from $50 in 1914 to $22,740 last year, just about held its own with the 1919 figures, which were $210 more in that year. The United States increased from $144,000 to $188,000, and the United Kingdom from $222,000 to $474,000. France and Japan still retain their share of the trade, which is in small figures.

Cottons

COTTON PIECE-GOODS

For some months now there has been little or no placing of orders on cotton piece-goods of any kind. The reason is that stocks are not only big, but are at top-notch prices. Some deliveries last year were on orders placed two seasons previously. Many lines are missing, but every effort is being made by exchanges or local warehouse purchases in as small quantities as possible, on any line running short, the endeavour being, of course, to unload the heavy stocks in other lines.

Pre-war, the average annual import on cotton piece-goods was an average annual value of about $8,200,000. From 1918 to the end of last year these years' imports totalled $86,720,000.

Out of a total import last year of $27,800,000 the United Kingdom secured $24,801,200, showing an even greater hold on the trade than before 1914. The United States trade under this heading dropped from $1,326,800 to $766,270 last year. Pre-war, the annual imports average from the United States at about $22,500. Quite a few of the newer lines imported, such as drills, cottonades, and denims, will hold an increased trade for the United States manufacturer, but from opinions expressed, their general trade will drop. Other countries shipping in order of value last year were: India, France, Japan, Belgium, Holland, and Italy.

In cotton blankets and rugs, as with cotton piece-goods, there does not appear to be any chance for some time on export possibilities from Canada. The cotton blanket and rug trade is a very big import, and the greater part of it is in coloured blankets for native wear. At lower value, pre-war the average annual import was about $2,000,000; last year the total import was $4,876,410 in value, on top of $7,292,000 purchased in 1918 and $3,911,400 purchased in 1919.

The countries making shipments in order of value are: the United Kingdom, Belgium, Japan, Holland, France, India, and the United States. Germany came back last year with $13,190 in value; pre-war her average annual trade under this heading was over $240,000. At one time during the war, Japan shipped in value in one year over $3,000,000, and in 1919 over $2,000,000. This is one of the lines which has helped to damage Japan's reputation as a reliable export country.

COTTON HOSIERY (UNDERCLOTHING)

This is an entry which includes lines on which Canada should find a market in South Africa. We have in many reports, and in answer to requests as to particulars, submitted details which should have been helpful. Now that the industry as a whole has made up its mind to exploit the market, by a full range of samples and a first-class representation, which is making to our knowledge a very thorough canvass of the trade and at a most difficult time, there is no question but business for Canadian manufacturers will be secured, if they will realize that they are competing with the world, and they must quote to meet this competition. Under the circumstances of the Canadian manufacturers having a representative of their own on the spot, there will not be the same necessity to go into as much detail as in the past.

The total imports last year under this heading were to a value of $11,581,190—just about double the value imported in 1919, and almost four times as much in value as any one year, from 1910 to 1914 inclusive.

Canada's shipments were only $11,760, some six thousand dollars less than the previous year, but thousands above any previous year. Several lines of knitted goods from Canada have undoubtedly a future market.

The United States exports last year were to a value of $2,200,410, almost double the value of her 1919 shipments. The pre-war annual average from the United States was about $60,000 in value. The trade generally state that the imports from the United States under this heading will never again be as large as last year. The United Kingdom's shipments total in value for last year $8,627,160, which is their usual holding proportion of the total trade, but in value about four times as much as any pre-war year.

Germany, which pre-war held an average annual trade of about $275,000, came back last year with shipments to the value of $17,000. Japan held trade in this entry to a value of $482,000 last year, but this was a drop of more than $200,000 from 1919, and a drop of over $700,000 from 1918. Switzerland's trade increased from $50,000 in 1919, to $119,000 last year. Other countries sharing in the cotton hosiery and underwear trade for South Africa are: Italy, Holland, France and India.

IMPORTS INTO THE UNION OF SOUTH AFRICA FOR JULY FROM CANADA AND THE UNITED STATES

The agent of the National Bank of South Africa, Limited, New York, advises that he has received a cable from the head office of the bank in Pretoria to the effect that the total value of imports in the Union of South Africa for August from Canada was £97,000 and from the United States £472,000.

COMMERCIAL SITUATION IN BRITISH GUIANA

During the first semester of 1921 there was a decline in the quantity of most of the articles imported in British Guiana, as compared with the imports of the same period of 1920. There was also a decline in the prices of imported goods, but the prices of local products, such as eggs and milk, have risen, and meats have remained high. Export prices are still low, but there is a feeling of optimism among the exporters because of the somewhat firmer sugar prices and an awakening interest in cocoanuts. The removal of the prohibition of the exportation of rice and the willingness which the Government has manifested to remove the colonization tax on sugar have also tended to encourage exporters, according to Consul Chester W. Davis, reporting in the *United States Commerce Reports.*

TARIFF CHANGES AND CUSTOMS REGULATIONS

The New Italian Tariff

Trade Commissioner W. McL. Clarke

Milan, September 20, 1921.—By the recent adoption of the new Italian tariff, Italy has got still further away from the free trade policy of Cavour and his successors. Although the tariff is not as protectionist as many in the country had hoped for, yet the end its framers had in view was to make Italian production competitive in the home market with the products of the world's exporting nations. That greater revenue would probably come into the State treasury through the higher customs duties was expected, but the *sine qua non* of the tariff must be adequate protection. This in general was the findings of the Royal Commission appointed in 1913 to bring in proposals for a new tariff to supersede the obsolete customs regime of 1887, and whose thirty volume report was laid before the Ministry in 1918. Based as this report was on the pre-war economic conditions of 1913, it was deemed expedient, before giving it legal sanction, to review the minimum duties proposed by this Royal Commission in view of the changes which had subsequently taken place not only in Italian industry and agriculture but also in the economic life and tariff policy of other nations with which Italy was likely to trade. Accordingly new tariff commissions were delegated for this investigation in August of 1920 and in January, 1921, with the result that the Government in June of this year decided to base the new tariff on the duties recommended by the Royal Commission, but to increase these duties at least temporarily by the adoption of a multiplying co-efficient so as to neutralize as far as possible any advantage other countries with a lower cost of production might have over the assumed or actual higher costs of output in Italy. In other words, the new Italian tariff is founded on the duties proposed in 1918 by the Royal Commission. These are the basic duties, and represent what Italy under normal conditions would consider as adequate protection. There is to be added, however, to the principal or basic duties in the majority of cases an additional duty called "increment coefficient," which represents what Italy now considers adequate protection in the abnormal times prevailing.

Thus in the individual tariff items the duty leviable by the new tariff which became effective on July 1 of this year, is made up of the principal duty plus a supplementary duty which latter may be raised, lowered or cancelled from time to time by the Government. For instance, "newsprint" under the new tariff pays a basic duty of 100 lire per metric ton, to which is to be added the coefficient of increase, viz: $0 \cdot 2$ or $\frac{1}{5}$ of 100 lire, i.e. 20 lire, which taken altogether make 120 lire per metric ton. The same principle may be applied in calculating the bulk of the new duties.

GENERAL FEATURES OF TARIFF

The other general features of the new tariff may now be summarized as follows:—

(1) The old principle of a general tariff applicable to all countries which apply their general tariff to Italian goods is retained. Lower tariffs in the future can only be conceded by treaties of commerce with different countries.

(2) The new rates are applicable to all imports except those goods for which specific duties have been fixed by existing commercial arrangements between Italy and Brazil, France, Japan, Greece, and Serbia. These conventional duties remain in force until the termination of the respective treaties between Italy and the other governments concerned. Owing to the commercial treaties which Italy has concluded containing the most favoured nation clause, many other countries enjoy these conventional duties. Although, strictly speaking, Canada is entitled to enjoy conven-

tional rates in respect only of the goods specified in the 1910 Commercial Treaty between Italy and Canada, yet in practice Canada is accorded most favoured nation treatment on the same footing as the other countries concerned.

(3) All duties laid down in the tariff are "gold" duties, and if payable in paper a surtax is charged, depending on the ratio of Italian lire to American dollars. This rate of exchange is fixed every two weeks by the Italian Government and now stands at 442. As Italians pay duties in paper lire, and as incomes have not generally increased in proportion to the depreciation of the lire, these gold duties will hit severely the Italian consumer. For example in the old tariff horses paid 40 gold lire customs duties. Under the present tariff, horses pay 140 gold lire principal duty, 70 gold lire additional duty (as the increment co-efficient is 0·5), or that is now a total of 210 gold lire, which is equal to about 928 paper lire. The increase in paper therefore is about twenty-three fold. It is fortunate that the increases are not generally so high, but the example quoted illustrates that in practice the Italian tariff will call for in many instances a double charge from the Italian consumers. As has been already pointed out, the compilers of the tariff adopted the co-efficient of increase to counteract the influence of increased costs of production of Italian goods in relation to the assumed lower costs of foreign goods. This desideratum was obtained, however, by making the customs duties payable in gold. By the employment also of the increment co-efficient, the consumer has been virtually supertaxed.

(4) Whereas the old tariff included 472 items, the new tariff contains 951 schedules whose main headings are again in the majority of cases divided and subdivided. For instance motors had but 4 classifications in the old tariff. In the new tariff there are some 58 subdivisions under this heading. Or take again iron and steel tubes. Against 3 subdivisions in the old tariff there are now 72 different classifications. This increase is of course partly due to the technical variations and the industrial progress which have taken place since 1887, but it is also an evidence of the more protectionist tendency of the new tariff. By these numerous and defined distinctions it will be much more difficult for any nation liable to most favoured nation treatment by Italy to get similar concessions on a whole class of goods which happens to contain the one and the same commodity as that on which a lowering of duty has been made to some particular nation. In other words with these more detailed schedules, the securing of decreases in duties by Italy's most favoured nation countries, will not be so easy as heretofore. A further advantage lies in the fact that there is now less danger of any product being charged a lower duty than was intended owing to erroneous classification through the lack of detailed schedules in the tariff.

It must be evident from the foregoing that a minute and exact comparison of the old and new tariff is exceedingly difficult owing to the change in the classification of the tariff schedules. What is apparent, however, is that decreases in the duties are few and comparatively unimportant with the many increases of varying proportions and which especially affect manufactured products. Even if the basic duty may appear lower in some cases, this impression is often reversed when account is taken of the increment co-efficient and the resulting total duty to be paid.

SOME COMPARISONS OF OLD WITH NEW TARIFF

The following table will show the old and new Italian tariff on the principal products exported from Canada to Italy:—

		Old tariff Lire	New tariff Lire
Rye	per quintal	4.50	4.50
Wheat	" "	7.50	7.50
Rubber tires	" "	60.00	110.00
Glucose	" "	40.00	60.00
Rubber boots and shoes, lined or trimmed with other material	pair	2.00	1.62
Whiskey in bottles, from ½-1 litre	per bottle	.75	2.00
Tinned salmon	per quintal	30.00	42.00
Codfish	" "	5.00	5.00
Condensed milk, without sugar	" "	15.00	20.00

SOME COMPARISONS OF OLD WITH NEW ITALIAN TARIFF—*Concluded*

		Old tariff Lire	New tariff Lire	
Condensed milk, with sugar..	..per quintal	125.00	36.00	lire for condensed milk containing up to 40 per cent sugar plus manufacturing surtax on sugar, and
		......	66.00	lire for condensed milk, containing more than 40 per cent of sugar plus manufacturing surtax on sugar.
Chemical woodpulp..	" "	2.00	2.00	
Typewriters..	" "	75.00	400.00	
Coal..		free	free	
Parafin wax..	" "	15.00	15.00	
Ploughs..	" "	20.00	21.00	or
		......	27.00	(according to weight.)
Mowing machines..	" "	9.00	16.80	or
		......	19.20	(according to weight.)
Agricultural machinery, n.o.s...	" "	4.00		
Threshing machines..	" "	......	21.00	or
		......	27.00	(according to weight.)
Reaping machinery..	" "	......	16.80	or
		......	19.20	(according to weight.)
Agricultural machinery, n.o.s....	" "	......	21.00	or
		......	27.00	(according to weight.)
Asbestos, unmanufactured.. ...		free	free	

It is virtually impossible in a short space to compare such items as iron and steel tubes under the old and new tariff for reasons already alluded to. The same difficulty presents itself with hardware, iron and steel products, and other products which come to Italy from Canada. Interested exporters for their own information should address specific inquiries to the Director, Commercial Intelligence Service, Department of Trade and Commerce, a copy of the New Italian Customs Tariff being on file in the department, or any inquiries concerning the duties on specified goods will be gladly answered by this office.

The Commonwealth Customs Tariff

Trade Commissioner D. H. Ross

Melbourne, September 6, 1921.—Within the last few days the Commonwealth Senate concluded its debate upon the Tariff Bill passed by the House of Representatives on July 8. The Senate recommended quite a number of items for the reconsideration of the Lower House which resumes its session on September 21.

On the whole, the recommendations of the Senate are comparatively unimportant in respect to items comprising the leading lines of Canadian exports to Australia and, with few exceptions, there were no marked reductions in duties suggested. Alterations in the duty on newsprint to duty free to the United Kingdom and £2 per ton under both the intermediate and general tariff schedules were commended by the Upper House, which also suggested some alteration in the timber duties.

It is understood that on September 21, the Lower House will promptly proceed to debate the alterations in the duties suggested by the Senate, and that the tariff will be ratified about the middle of October.

Letters and cables received from Canada indicate the close interest taken by Canadian manufacturers in the question of a prospective reciprocal trading agreement between the Dominion and the Commonwealth.

It is advisable to again emphasize what has appeared in numbers of issues of the *Weekly Bulletin* in recent months to the effect that the Commonwealth Minister of Trade and Customs has repeatedly declared that, when the tariff has been ratified, he will then endeavour to give prompt attention to the question of the consideration of negotiations in connection with trade agreements between Australia and other British Dominions. This aspect of the position has not been overlooked by this office, which is constantly keeping in view the consummation of improved trading relations between the Commonwealth and the Dominion.

Australian Customs Decisions

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, September 6, 1921.—Under recent by-laws issued by the Department of Trade and Customs, the following are added to the list of materials and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MATERIALS AND MINOR ARTICLES FOR USE IN THE MANUFACTURE OF THE UNDERMENTIONED GOODS WITHIN THE COMMONWEALTH

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use be given to the satisfaction of the Collector within six months, or such further time as the Collector may allow, after delivery by the Customs.)

Bolts (including nuts therefor) not exceeding ⅜ of an inch in length over all, for use in the manufacture of "leak-mends."

Chain, silent (metal drive), for use in the manufacture of road rollers (power driven).

Caps, bayonet type, for manufacture of adaptors (electric).

Gelatine, emulsion, for use in the manufacture of photographic films, papers, and dry plates.

"Duralumin" (aluminium alloy) for use in the manufacture of artificial limbs.

Rules, boxwood, for use in the manufacture of physical apparatus.

Jars, battery (heat resisting), for use in the manufacture of primary batteries for railroad signalling.

Whiting for the manufacture of cold water paints, porcelain glazes and fluxes.

Magnets for the manufacture of magnetos.

Wrapping paper (having no printing thereon) for use in the manufacture of dry mounting tissue (photographic).

Wire steel, for use in the manufacture of piano strings.

Nails, needle pointed, flat heated, under ½ inch by 20 gauge, for use in the manufacture of beekeepers' material.

Carbon black for use in the manufacture of rubber goods.

Tubes, fireclay, for use in the manufacture of tunnel kilns.

MACHINE, MACHINE TOOLS AND APPLIANCES

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines).

Casting machines (die) for production of tin, lead, and zinc alloy castings.

Hammers, pneumatic, 20 hundredweight.

Hammers, power, pneumatic, 5 hundredweight, to be operated by electric motor (but not including motor), for production of high grade alloy and tool steels, mining machinery, dredge pins and the like.

Magnets for electro lifting magnets.

Packing tools, pneumatic.

Balancing m/c, static-dynamic machines, for ascertaining correction needed to produce true static and running balance in crank shafts dynamo armatures, turbine motors, centrifugal machines, &c.

Spring winding and knotting machines for use in manufacture of upholsterers' springs.

Cutting machines, piano card, used in conjunction with Jacquard looms for the manufacture of textiles.

Patterns, wooden, for use in the manufacture of motor car parts (one range of patterns of each type of car for any one importer or manufacturing firm).

Electrometric titration apparatus for determining percentages of different metals in alloys (consists essentially of motor, burettes, electrodes, dry cells, adjustable resistance, reflecting galvanometer, etc.)

Drying machines, hurricane (textile).
Headers, open die.
Shaving and slotting machines, automatic.
Threading and pointing machines, automatic.
Hog dehairing machines.
Kilns (ceramic), for firing hand-painted china.
Coiling, steel wire (coiler) machine for manufacture of spiral wire used as a core in rubber tires.
Rubber masticator and mixing machine.
Turbo alternator, 3,000 K.W., for production of electric light and power.
Discs, insulator, for 88-000 volt transmission line, four or five discs and six or seven discs forming each string, also fittings therefor.

TOOLS OF TRADE FOR ARTISANS AND MECHANICS AND TOOLS IN GENERAL USE

(When not wholly made of wood, and not being machines).

Knives, hanker (or matchets) for separating metal sheets which stick together in the rolling process.
Roll turning tools, for truing mill rolls.
Pinsets for straightening pins on combing machines (textile).

The above specified minor articles, machine tools and parts, and tools of trade, are now admitted (for the purposes specified) free of duty if from the United Kingdom and at the rate of 10 per cent ad valorem if from any other country, including Canada.

Duties on Perfumed and Other Spirits in St. Christopher-Nevis

Under the recently revised tariff of St. Christopher-Nevis the duty on bay rum and other perfumed spirits, including pomades, dentifrices, toilet preparations and washes, when imported from Canada or the United Kingdom, is 15 per cent ad valorem, and when imported from any foreign country 25 per cent ad valorem. The preferential duty on spirits, not specially mentioned in the tariff, is 6s. per gallon, and the rate under the general tariff 8s. 4d. per gallon. These goods are in the same category as the articles mentioned on page 616 of the last issue of the *Weekly Bulletin* as not being subject to the same duties in St. Christopher-Nevis as in Antigua.

Labels on Foreign Sugar in New Zealand

Mr. W. A. Beddoe, Trade Commissioner in New Zealand, writes under date September 12, 1921, that an Order in Council, which is now in operation, has been gazetted, providing that it shall not be lawful for any person, firm, or company to offer for sale sugar refined outside New Zealand unless each separate package in which sugar is delivered to the purchaser bears the word "sugar," preceded by the name of the country in which the sugar contained in the package was refined.

Explaining this regulation, the Minister for Industries and Commerce stated that it has come to the knowledge of the Government that sugar refined in other countries is being offered for sale in New Zealand at the price fixed by the Government for sugar refined in Auckland, although not of the same quality as the New Zealand sugar. The Government has therefore decided that the public should be under no misapprehension as to the sugar they are purchasing, and has decided that persons selling sugar not refined in New Zealand should be compelled to disclose to purchasers the fact that the sugar is of foreign manufacture.

Articles Dutiable under British Safeguarding of Industries Act

The Commercial Intelligence Branch of the Department of Trade and Commerce has received copy of the list of articles chargeable with duty under Part I of the Safeguarding of Industries Act, which went into operation in the United Kingdom on October 1. These articles are now dutiable at 33⅓ per cent ad valorem, but no duty shall be charged on goods consigned from, and grown, produced or manufactured in the British Empire. A general description of the commodities subject to the new duty was published in *Weekly Bulletin* No. 921, September 26, 1921, page 507.

The publication just received contains a more precise list of the articles which fall under the general description. It is a pamphlet of seventy-three pages, all but fifteen of which are devoted to an enumeration of chemicals now subject to duty. Further information regarding these articles may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

New Supplement to the Tariff of India

The Commercial Intelligence Branch of the Department of Trade and Commerce has received the twenty-fourth supplement to the fourth edition of the tariff of British India, as issued by the International Customs Bureau, Belgium. This supplement shows the effect of the revision of the Indian tariff which was made in March last. The principal change in the level of duties of the revised tariff is a rise in the general ad valorem rate from 7½ per cent to 11 per cent. The duties are also increased on certain so-called luxury goods. On many items revised tariff valuations are established on which ad valorem duties are levied, it being one of the features of the Indian tariff system to have these values declared from time to time by the Governor in Council. The usual distribution of the new supplement will be made. Any customs house, board of trade, chamber of commerce or similar institution which would undertake to file the tariffs of the International Customs Bureau for reference, by interested parties, may, on application to the Director, Commercial Intelligence Service, be placed on the mailing list to receive these publications.

MARKETS FOR BRUSH BACKS (STOCKS) IN MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, September 29, 1921.—Inquiries have been made among brush makers this week regarding the source of their supplies of brush backs, or stocks. Scandinavian countries furnish large quantities, but a good proportion of the demand is drawn from domestic factories. Birch is the timber preferred in their manufacture, but a suitable substitute would be considered.

A few samples with sizes, and the name and address of the inquirer have been forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application to the Director, Commercial Intelligence Service (quoting File No. T.C.-2-115).

The patterns vary slightly in sections of the United Kingdom, and there are many other patterns used besides the samples submitted. The timber used should be sound and dry, and would be preferred a little lighter in weight than the samples. A smooth finish is desirable.

If Canadian manufacturers can seriously consider exporting to Manchester and district, a splendid trade might be worked up among the many brush makers in the vicinity.

SAMPLES AND BULK

One cannot too strongly emphasize the necessity of exporting bulk in harmony with samples forwarded. This week the writer was politely shown the office door of one of the largest importers of picture mouldings in Manchester, because the latter had just written off a heavy loss on a consignment of frames secured from Toronto, which were inferior to the samples originally submitted.

If a Trade Commissioner is to be enabled to do his best for Canadian exporters, certainly the latter should do their utmost to assist him.

FOREIGN TRADE OF BRAZIL, JANUARY TO JUNE, 1921, AND COMPARISONS

Trade Commissioner E. L. McColl

Rio de Janeiro, September 15, 1921.—The figures giving the foreign trade of Brazil for the six months ending June, 1921, have just become available. The figures for 1916, 1919, and 1920 have been included in this report for the sake of comparison

Equivalent in £ sterling

	1916	1919	1920
Imports	40,369,436	78,177,235	125,004,856
Exports	56,462,103	130,085,438	107,521,052

For six months ending June

	1919	1920	1921
Imports	37,746,666	51,643,484	38,355,919
Exports	61,128,000	66,677,000	26,784,000

The above figures show that for each of the years 1916 and 1919 there was a large favourable balance of trade. The year 1920 closed with over a sixty per cent increase in imports and nearly a 20 per cent decline in exports compared with the preceding year, giving an unfavourable balance of trade in merchandise of 17½ million pounds. The six months ending June, 1921, show a tremendous decrease in both imports and exports. Imports have decreased roughly 25 per cent, while exports have decreased roughly 45 per cent over the same period last year.

Imports of merchandise by the undermentioned countries of origin were valued as follows (equivalents in pounds sterling):—

	1916	1919	1920
United States	15,840,605	37,422,752	51,939,093
Great Britain	8,228,784	12,737,231	27,274,778
Argentina	5,675,425	12,032,250	10,544,889
France	2,095,378	2,967,405	6,847,672
Germany	17,729	201,033	5,875,913
Belgium	57,959	110,132	2,207,116
Canada	268,692	253,487	704,612

Six months ending June

	1919	1920	1921
United States	20,083,989	19,645,892	13,006,473
Great Britain	5,132,191	11,614,270	7,560,420
Argentina	4,491,169	8,478,738	3,532,397
Germany	....	723,598	3,189,643
France	1,309,631	2,138,267	2,687,054
Belgium	22,284	527,094	1,667,607
Canada	173,410	332,160	332,259

Imports of merchandise by countries show that the United States exports to Brazil almost double the quantity of that of its next competitor. Exports of the United States to Brazil for the first six months 1921 show a decline of 33 per cent below the same period of 1919, while exports from Great Britain show an increase of 50 per cent for the same period. The energetic entry of France, Belgium and Germany into the field has been a factor in the decline in British exports to Brazil below that of the same period last year. For the year 1920 Germany's exports to Brazil were roughly 10 per cent of the United States, while for the first six months of 1921 they were just under 25 per cent. German and Belgian exportations to Brazil have risen tremendously notwithstanding depressed financial conditions in Brazil. Freight rates from Hamburg to Rio de Janeiro at the present moment run about 15s. per ton. Cement has been brought to northern ports at as low a freight rate as 10s. a ton.

The following is the quantity in tons of some of the merchandise imported into Brazil for first six months ending June 1:—

	1917	1920	1921
Cement	34,783	56,511	68,039
Chemical products, etc.	10,910	12,475	7,263
Codfish	12,551	19,821	9,739
Copper goods	966	1,690	2,288
Cotton manufactures	4,931	2,958	1,482
Iron and steel, raw	10,857	20,678	31,480
Iron and steel manufactures	36,959	93,927	128,031
Lumber and timber	7,005	14,580	9,646
Machinery tools	13,699	27,152	34,402
Paper of all kinds	14,824	17,096	17,996
Rubber manufactures	469	1,095	448
Skins and hides	411	617	327
Wheat flour	42,949	55,571	27,951
Wool manufactures	289	392	378

According to the statistics furnished, Canada is seventeenth on the list of countries for 1920, and fourteenth for the six months ending June 1921 in amount of merchandise exported to Brazil. However, a large proportion of Canadian shipments are made via New York and through New York agents and are credited as coming from the United States. The Canadian figures would no doubt be double those given, were all the Canadian exports to Brazil ascertainable. Now that Canada has a regular line of freight ships direct to Brazil this trade via New York should become diverted and the whole considerably increased.

During the last year Canada exported to Brazil seventy different products some of which were the following:—Agriculture implements; automobiles; aluminium ware; asbestos; acids; biscuits; confectionery; cotton goods; cutlery; copper wire and cable; cement; calcium carbide; chemicals; drugs; dyes; electrical goods; fish; fancy goods; glassware; instruments (scientific); jewellery; locomotives; lamps; lanterns; malt; paper; pulp; machines (washing, adding, sewing, weighing); pipe; rubber products; rails; rods; tires, pneumatic; tools, garden; tubes, iron; toys; wire; whisky.

From this list of articles it can be seen that Canadians have been able to place a variety of articles in Brazil. Now that European competition has returned it will require the greatest energy on the part of exporters combined with the utmost encouragement that can be given by freight carriers, to keep a hold on the market.

Exports of Brazil merchandise by the undermentioned countries of destination for years 1916, 1919, 1920 are given hereunder (equivalent in pounds sterling):—

	1916	1919	1920
United States	25,831,905	54,079,947	44,987,187
France	8,899,577	27,267,743	12,850,008
Great Britain	6,493,249	9,483,666	8,759,398
Argentina	3,393,699	5,836,881	7,093,995
Italy	3,401,060	3,821,439	7,826,861
Germany	....	701,497	6,184,210
Canada	2,979	22,002	118,860

BRAZILIAN CENTENNIAL EXPOSITION

Mr. E. L. McColl, Canadian Trade Commissioner in Rio de Janeiro, writes under date September 15, 1921, that the president has just announced that the Brazilian Centennial Exposition, the postponement of which was indicated as probable in *Weekly Bulletin* No. 916, will now be proceeded with, although, on account of financial conditions, on a less scale than was at first projected. The International Historical Congress of America, in which all countries of North and South America have been asked to co-operate, which is to meet at the same time (September, 1922), will also be held.

MARKET FOR HARDWARE IN FEDERATED MALAY STATES

Cast-iron cooking utensils used in the Federated Malay States come from England, are well made, heavily tinned inside, and fitted with heavily tinned covers, writes Trade Commissioner John A. Fowler, in the *United States Commerce Reports*. Tea kettles are very similar to those on the American market and are imported in sizes of 0 to 8, of 3 to 14 pints. Stewpans are low in shape with a slight flare, having a wrought-iron tubular handle of solid construction, and are made in sizes 1 to 10, from 2 to 8 pints capacity. Saucepans are bellied similar to the "Chinese pot" in the American trade, the handle being the same as that of the stewpan, and coming in sizes 3 to 8, of 2 to 10 pints. Boiling pots are the same as the saucepan, except they are fitted with a heavy iron bail instead of a handle. The sizes are from 6 to 12 and their capacity from 8 to 20 pints. There is a steady demand for bright polished frying pans in sizes from 6 to 12 inches. European manufacturers are said to be offering these at $3 Straits currency (about $1.70 United States currency) per dozen, assorted.

MARKET FOR TABLEWARE AND CUTLERY

Table knives, forks, and spoons are being increasingly used by all classes above the labouring class. The department stores and better class of Chinese stores stock silver-plated and solid ware, but the big trade is for a medium grade to be sold at a popular price. Knives are made of the best steel, highly polished, with handles of xylonite or similar material resembling ivory, with no rivets, and should be balanced. The Europeans call for the table size, while the oriental demand, which is far the larger, is for medium and dessert sizes. England and, recently, Germany are supplying this demand. Tea and dessert sizes of spoons are in large demand, but must be made of a nickel alloy or some similar material which will wear white and not rust. Butchers' knives of straight and bent pattern find a ready sale. There is a steady trade of considerable volume in pocket knives of all descriptions, with the bulk of the business in the cheaper grades.

FILES IN DEMAND IN FAR EAST

The following sizes of files are in good demand: Regular taper saw files, single cut, 3 to 7 inches; flat bastard files, 6 to 16 inches; half-round bastard files, 6 to 14 inches; round smooth files, 4 and 4½ inches; heavy handsaw, blunt files, 5, 5½, and 6 inches; half-round wood rasps, 6 to 10 inches; and round bastard files, 8 to 14 inches. There is a considerable demand for goldsmiths' files, which are being supplied almost entirely by a British firm.

MANUFACTURE AND SALE OF FLOUR AND STARCH IN BUENOS AIRES

The Commercial Secretary to H.M. Legation at Buenos Aires has recently reported, says the *British Board of Trade Journal*, that the Municipal Council of that city has under consideration revised and comprehensive regulations regarding the manufacture and sale of alimentary flours and starches.

The proposed regulations will be applicable to flours obtained from milling cereals and vegetable substances; amylaceous materials, starches and feculæ obtained from such flours, and starches and feculæ of roots and other vegetable elements containing amylaceous materials.

The principal provision affecting exporters from the United Kingdom requires that samples must be submitted for analysis and approval, together with specimens of packages and labels, before the products in question may be sold in Buenos Aires.

IMPORTED MACHINERY IN DEMAND IN SPAIN

Spain is becoming every year a more important market for machinery, and all but a very small proportion is imported, says the *British Export Gazette.* The Spanish farmer, for instance, is just beginning to realize that he is a back number in regard to methods and appliances, and is slowly replacing his wooden ploughs and hand thrashers, which are all that local industry has provided him with, by implements of more modern type, importing them from America, Great Britain, and Germany. The same is true of plant for other industries, such as water turbines, machine tools, centrifugal and other pumps, carpenters' tools, and small motors as among the lines most in request, and for which there is the prospect of a big demand.

INDUSTRIAL CONDITIONS IN THE NETHERLANDS

The industrial situation in the Netherlands is growing steadily worse writes J. W. Vander Laan, Secretary to the Commercial Attaché, The Hague, in the *United States Commerce Reports.* Labour disputes and strikes are increasing in number and unemployment is also said to be on the increase. Trade continues to be extremely dull, with the trade balance remaining unfavourable, and business failures, the number of which nearly doubled during the first half of the present year as compared with the corresponding period of the previous year, still continue to increase. Several large concerns are reported as being in financial difficulty.

While conditions in the money market are reported to be improving, the stock exchange prices are on the down grade and trading as a result is very dull.

GERMANY'S PRE-WAR AND POST-WAR TRADE

The 1920 trade figures for Germany's exports to the various countries of the world naturally show a great difference from the pre-war figures, says the *United States Commerce Reports.* In the pre-war statistics Great Britain is shown as the largest consumer, taking nearly 15 per cent of the total German exports; the old Austro-Hungarian Empire comes second, with 11 per cent; and Russia, including Poland, third, with 11 per cent. France and the United States were next, with around 7½ per cent, closely followed by the Netherlands, which took close to 7 per cent.

After the armistice and resumption of trade great changes took place. The neutral countries' markets were, of course, easier for Germany to regain, and the 1920 statistics show that the Netherlands imports from Germany increased from 7 per cent to almost 21½ per cent of the German total. Switzerland has gained the second place, with 9½ per cent, followed by the new states of the former Austro-Hungarian Empire, with 8 per cent. Denmark, which in pre-war days only took 2 per cent of the German exports, reached 6 per cent in 1920. Of Germany's former enemies the United States is the only country which so far has reached pre-war figures, having taken more than 7 per cent of Germany's exports in 1920. The reason for this lies in the purchasing power of the dollar as compared with the depreciated currency of other allied countries. It must also be taken into consideration that the figures covered by these percentages represent value and not volume of goods. This must be remembered when comparing pre-war percentages with present ones.

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries: "Letters posted in Canada to Central America, with the exception of specially addressed correspondence for British Honduras, are forwarded exclusively via New York. Correspondence for Cuba and South America, with the exception of British Guiana, is also, unless specially endorsed, forwarded via New York. Correspondence for the British West Indies is forwarded both by direct Canadian steamer and via New York whichever route will give the quicker despatch although, of course, letters marked for transmission by particular route will be forwarded in accordance with the superscription."

It is intended to publish in the *Weekly Bulletin* from time to time, for the convenience of Canadian firms, certain of the sailings from United States ports to the ports of the West Indies, Central and South America. The following are those for the remainder of the current month:—

For	*Via*	*October*
Antigua	New York	20
Argentina	New York	27
Barbados	New York	20
Bermuda	New York	19-22-29
Bolivia and Chile	New York	14-15-26
Brazil, South	New York	27
British Guiana	New York	14-15-20-29
Colombia	New York	14-18-25
Colombia, Cauca Naurino	New Orleans	19-26
Costa Rica	New York	22-29
Cuba	New Orleans	22-29
Curacao	New York	22-29
Dutch Guiana	New York	14-15-20-29
French Guiana	New York	14-15-20-29
Guatemala	New York	22
Haiti	New York	21-28
Honduras	New York	21-22-26-28-29
Honduras, British	New York	22
Honduras, British	New Orleans	21-28
Honduras, Amp. City	New York	21-22-26-28-29
Jamaica	New York	20-22-25-26-29
Leeward and Windward Islands	New York	20
Martinique	New York	20
Nicaragua	New York	14-15-21-22-28-29
Panama and Canal Zone	New York	22-26-28
Paraguay and Uruguay	New York	27
Peru	New York	14-15-26
Porto Rico	New York	22
Turk's Island and Dominican Rep.	New York	18-26-27
Venezuela	New York	14-15-22-29

BRITISH SHIPPING THROUGH PANAMA CANAL

Thirty-three per cent of all the shipping which passed through the Panama Canal during the financial year 1921 was British, and 32 per cent of all the cargo handled was carried in British bottoms, according to a report received in Washington from the canal zone. The percentage indicated this year has been maintained pretty constantly since 1918, though British vessels carried from 41 to 45 per cent of all traffic through the canal in 1915, 1916, and 1917. The relative decline is explained by the rapid development of American shipping during and after the war in Europe. For the financial year 1921 the most important British trade served by the Panama Canal was that between Europe and Australia and New Zealand, with an aggregate cargo tonnage for both directions of 950,000. Second place was taken by the trade between Europe and the west coast of South America with 747,000 cargo tons. Then followed the trade between the United States and Australia and New Zealand, with 506,000 tons; the trade between the United States and the Far East, with 451,000 tons; and, finally, the trade between Europe and the West Coast of North America. These five trade routes acount for 81 per cent of all the cargo carried through the Panama Canal under the British flag.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 12, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending October 12; those for the week ending October 5 are also given for the sake of comparison:—

		Parity	Week ending October 5, 1921	Week ending October 12, 1921
Britain.. .. ..£	1.00	$4.86	$4.1432	
France. .. ..Fr.	1.	.193	.0798	.0798
Italy.. .. ..Lira	1.	.193	.0443	.0436
Holland .. ..Florin	1.	.402	.3545	.3601
Belgium .. ..Fr.	1.	.193	.0781	.0784
Spain. .. ..Pes.	1.	.193	.1443	.1460
Portugal. .. ..Esc.	1.	1.08	.1126	.1103
Switzerland.. .. ..Fr.	1.	.193	.1945	.1999
Germany. .. ..Mk.	1.	.238	.0089	.0088
Greece. .. ..Dr.	1.	.193	.0483	.0457
Norway.. .. ..Kr.	1.	.268	.1318	.1338
Sweden.. .. ..Kr.	1.	.268	.2471	.2559
Denmark. .. ..Kr.	1.	.268	.2041	.2078
Japan. .. ..Yen	1.	.498	.5290	.5232
India.. .. ..R.	1.	2s.	.3078	.3079
United States.. .. ..$	1.	$1.00	1.0993	1.0900
Argentina .. ..Pes.	1.	.44	.3614	.3583
Brazil. .. ..Mil.	1.	.3245	.1449	.1457
Roumania. .. ..Lei	1.	.193	.0098	.0093
Jamaica. .. ..£	1.	4.86	4.1295	4.2183
Shanghai, China.. ..Tael	1.	.631	.8904	.9019
Batavia, Java.. ..Guilder	1.	.402	.3518	.3617
Singapore, Straits Settlements.. .. ..$	1.	.49	.4809	
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.85 7/16–.87 9/16	.87 1/8–.89 1/4
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

THE FUTILITY OF UNPRICED CATALOGUES IN THE CHINESE MARKET

It is extremely difficult, says the British *Board of Trade Journal,* to induce British and native buyers in China to take any interest in catalogues in which no prices are given. This difficulty is mentioned by H.M. Commercial Counsellor at Shanghai in his annual report, shortly to be issued by the Department of Overseas Trade, on the Commercial and Economic Situation in China. Mr. Fox has recently provided the department with an example to illustrate the force of his remark. He found opportunity of showing some new illustrations of an appliance for cleaning the interiors of large buildings to a firm holding the contract for the heating and sanitary arrangements of a six-storeyed office building in course of erection. The Chinese owner of the new offices was interested at once, but the contractor was unable to give even an approximate idea of the cost of the plant. He has telegraphed for an estimate, but it is unlikely that the United Kingdom company will be able to quote by wire, and more than likely that the owner's enthusiasm will have evaporated by the time the matter is again presented to him, which is characteristic of the Chinese. In this case neglect to furnish full particulars of their plant and an estimate of its cost has in all probability lost a United Kingdom firm an order which, in addition, should have proved a valuable advertisement and led to profitable business.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.) Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

3485. **Flour.**—A Stockholm firm asks for quotations, cash against documents, on 6,000 tons of medium grade flour.

3486. **Rye.**—A Stockholm firm asks for quotations on 2,000 tons of rye.

3487. **Canned fish.**—A Stockholm firm desires to get in touch with exporters of canned salmon and lobsters.

3488. **Canned fruits.**—A Stockholm firm desires to get in touch with exporters of the above.

3489. **Dried fruits.**—A Stockholm firm desires to get in touch with exporters of the above.

3490. **Foodstuffs.**—A firm of commission merchants, newly established, desires to get in touch with Canadian exporters of oats, wheat flour, and canned goods.

3491. **Cattle.**—In the event of the removal of the British embargo on Canadian store cattle, a first-class firm of cattle salesmen and auctioneers of Aberdeen, Scotland, invite communication from reliable firms in Canada in the cattle export business.

3492. **Cotton textiles, artificial silk, silks, woollens, woollen mixtures, house furnishings, etc.**—A Sydney manufacturers' agent with a full knowledge of the trade is prepared to take up the representation of Canadian manufacturers of the above goods. In connection with the above trade inquiry, the Canadian commercial agent at Sydney has forwarded a very complete description of some of the cotton textiles, etc., as specified for in this trade inquiry, which can be consulted by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service (quoting File No. T/C-2-119).

3493, **Trade with Mexico.**—A Britisher, resident over twenty years in the Republic of Mexico, a member of the Central British Chamber of Commerce (Mexico), well posted and informed in trade matters, wishes to correspond with firms and individuals needing reliable information regarding trade possibilities in Mexico. Willing to act as correspondent for British and Canadian trade journals.

3494. **Lumber.**—A responsible British firm in Tokyo desires quotations immediately on Douglas fir squares of the following dimensions: 4 x 4 inches by 10 feet long.

3495. **Lumber.**—One of the biggest Japanese importers of lumber has orders on hand at the present time for Douglas fir, merchantable grade, B.M., as follows:—

(*a*) 500,000 super. feet, 13 to 23 feet long by 12 to 16 inches square.
(*b*) 500,000 super. feet, same length by 18-24 inches square.
(*c*) 1,000,000 super. feet, 24 to 40 feet long by 12-24 inches square.
(*d*) 200,000 super. feet, same length by 18-24 inches square.
(*e*) 1,000,000 super feet, 10 feet long by 4 inches square.
(*f*) 500,000 super. feet, 13 feet long by 4 inches square.
(*g*) 300,000 super. feet, 13 feet long by 4½ inches square.
(*h*) 500,000 super. feet, 13 feet long by 4½ inches square.

4,500,000 superficial feet in all.

(*a*) to (*d*) different sizes of large squares to be divided equally.

(*e*) to (*h*) surface of small squares to be sawn as smoothly as possible, as these squares are intended for making pillars of Japanese houses, and if possible to measure fully the required sizes after finish.

Exporters are requested to use the alphabetical sign for each specification when cabling quotations, and the whole order or part of it may be quoted upon.

TENDERS INVITED

Australia

VICTORIAN GOVERNMENT RAILWAYS

Melbourne, Sept. 6, 1921.—Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railways Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa, (refer to File No. 26137). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of closing.	Particulars.
34648.	December 14, 1921	Supply and delivery of six double-headed screwing machines (½ and ¾ inch), and two 1-inch forging machines, with tools, gears and accessories, as specified.
33546.	January 4, 1922	Manufacture, supply and delivery of 150 electric train stops, complete as specified.
34611.	January 4, 1922	Supply and delivery of 23 steam meters and accessories, as specified.
34705.	January 4, 1922	Supply and delivery of one set electric pyrometer equipment, comprising indicating instrument and switches in protecting case and ten thermo couples.
34706.	January 4, 1922	Supply and delivery of sixty tons galvanized telegraph wire, Nos. 8, 10½ and 12, as specified.

New Zealand

PUBLIC WORKS DEPARTMENT, WELLINGTON

Auckland, September 12, 1921.—Copies of tender forms and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, N.Z., for equipment required by the Public Works Department, Wellington, N.Z. These tender forms and specifications are open to inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary, Public Works Tenders Board, Government Buildings, Wellington, in accordance with these specifications.

No.	Date of closing.	Particulars.
108.	January 31, 1922	Lake Coleridge electric power scheme. Section 121—Main transformer switches, 6,600 volts. Two 6,600 V. oil switches, complete with oil and control switch. Twelve single pole 6,600 volt insulating switches. One 66,000 volt 200 amp. air-break switch.

Mr. Beddoe strongly advises all Canadian tenderers for public works requirements in New Zealand to cable his office, after they have tendered, in order that he may do his best to further their interests. It is not necessary that the figures of tenders should be stated in the cable.

PAPER AND STATIONERY SUPPLIES

Mr. W. A. Beddoe, Canadian Government Trade Commissioner at Auckland, New Zealand, writes under date September 13, 1921, that the Government Printer for New Zealand, informs him that there is nothing to preclude the Canadian manufacturer from receiving orders from the New Zealand Government, providing he has a representative in that country. He states that when supplies are required prices are obtained from the local representatives of the various manufacturers of the lines wanted and the most satisfactory offers accepted. Reasonable time to complete the order will be given, and the Government Printer adds that he is continually in receipt of supplies of paper from Canadian mills.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To Liverpool.—*Lord Dufferin,* Canada Steamship Lines, Oct. 20; *Melita,* Canadian Pacific Steamships, Ltd., Oct. 21; *Canada,* White Star-Dominion Line, Oct. 22; *Minnedosa,* Canadian Pacific Steamships, Ltd., Oct. 28; *Canadian Trapper,* Canadian Government Merchant Marine, Oct. 28; *Megantic,* White Star-Dominion Line, Nov. 5; *Matagama,* Canadian Pacific Steamships, Nov. 11; *Canadian Commander.* Canadian Government Merchant Marine, Nov. 11; *Oxonian,* Dominion Line, Nov. 12; *Melita,* Canadian Pacific Steamships, Ltd., Nov. 17; *Welland County,* Canada Steamship Lines, Nov. 17; *Canada,* White Star-Dominion Line, Nov. 19; *Canadian Hunter,* Canadian Government Merchant Marine, Nov. 20.

To London.—*Bolingbroke,* Canadian Pacific Steamships, Ltd., Oct. 19; *Hoerda,* Canada Steamship Lines, Oct. 22; *Corinaldo,* Cunard Line, Oct. 22; *Batsford,* Canadian Pacific Steamship, Ltd,, Oct. 25; *Canadian Otter,* Canadian Government Merchant Marine, Oct. 28; *Vanusia* and *Vitellia,* Anchor-Donaldson Line, Oct. 29; *Grey County,* Canada Steamship Lines, Nov. 2; *Verbania,* Anchor-Donaldson Line, Nov. 5; *Canadian Rancher,* Canadian Government Merchant Marine, Nov. 11; *Bosworth,* Canadian Pacific Steamships, Ltd., Nov. 12; *Cornish Point,* Furness Line, Nov. 10; *Tarantia,* Anchor-Donaldson Line, Nov. 12; *Dunbridge,* Canadian Pacific Steamships, Ltd., Nov. 18; *Vindelia,* Anchor-Donaldson Line, Nov. 19; *Canadian Aviator,* Canadian Government Merchant Marine, Nov. 20.

To Glasgow.—*Cabotia,* Cunard Line, October 22; *Canadian Navigator,* Canadian Government Merchant Marine, Oct. 25; *Gracia,* Anchor-Donaldson Line, Oct. 29; *Tunisian,* Canadian Pacific Steamships, Ltd., Nov. 5; *Saturnia,* Anchor-Donaldson Line, Nov. 5; *Canadian Squatter,* Canadian Government Merchant Marine, Nov. 8; *Pretorian,* Canadian Pacific Steamships, Ltd., Nov. 22.

To Newcastle-on-Tyne.—*Cairngowan,* Thomson Line, Oct. 23; *Cairncross,* Thomson Line, Oct. 30; *Cairnvalona,* Thomson Line, Nov. 5; *Scatwell,* Thomson Line, Nov. 12; *Cairndhu,* Thomson Line, Nov. 19.

To Avonmouth Dock.—*Concordia,* Cunard Line, Oct. 22; *Bothwell,* Canadian Pacific Steamships, Ltd., Oct. 25; *Turcoman,* White Star-Dominion Line, Oct. 22; *Lakonia,* Anchor-Donaldson Line, Oct. 29; *Orthia,* Anchor-Donaldson Line, Nov. 5; *Cornishman,* White Star-Dominion Line, Nov. 5; *Oxonian,* Dominion Line, Nov. 12; *Welshman,* Dominion Line, Nov. 19; *Salacia,* Anchor-Donaldson Line, Nov. 19.

To Manchester.—*Manchester Port,* Manchester Line, Oct. 22; *Manchester Producer,* Manchester Line, Oct. 29.

To Cardiff and Swansea.—*Canadian Runner,* Canadian Government Merchant Marine, Nov. 5.

To Leth.—*Cairngowan,* Thomson Line, Oct. 23; *Cairncross,* Thomson Line, Oct. 30; *Cairnvalona,* Thomson Line, Nov. 5; *Scatwell,* Thomson Line, Nov. 12; *Cairndhu,* Thomson Line, Nov. 19.

To Belfast.—*Lord Londonderry,* Head Line, Oct. 25; *Dunaff Head,* Head Line, Oct. 30; *Kenbane Head,* Head Line, Nov. 3.

To Dublin.—*Dunaff Head,* Head Line, Oct. 30; *Kenbane Head,* Head Line, Nov. 3.

To Londonderry.—*Lord Londonderry,* Head Line, Oct. 25.

To Hull.—*Tamaqua,* Furness Line, Oct. 28; *Cornish Point,* Furness Line, Nov. 10.

To Rotterdam.—*Fanad Head,* Canada Steamship Lines, Oct. 20; *Deuel,* Rogers & Webb Line, Oct. 20; *West Kebar,* Rogers & Webb Line, Oct. 29.

To Havre.—*Hoerda,* Canada Steamship Lines, Oct. 22.

To Hamburg.—*Deuel,* Rogers & Webb Line, Oct. 20.

To Antwerp.—*West Kebar,* Rogers & Webb Line, Oct. 29; *Scandinavian,* Canadian Pacific Steamships, Ltd., Nov. 12.

To Danzig.—*Scandinavian,* Canadian Pacific Steamships, Ltd., Nov, 12.

To Naples-Trieste.—*Montreal,* Canadian Pacific Steamships, Ltd., Nov. 4.

To Rio de Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Canadian Carrier,* Canadian Government Merchant Marine, Oct. 23; *Hostilius,* Houston Line, Nov. 5.

To St. John's (Nfld.).—*Canadian Adventurer,* Canadian Government Merchant Marine, Oct. 22; *Mapledawn,* Canada Steamship Lines, Oct. 23; *Manoa,* Canada Steamship Lines, Oct. 30; *Canadian Sealer,* Canadian Government Merchant Marine, Oct. 18; *Winona,* Canada Steamship Lines, Oct. 19; *Canadian Sapper,* Canadian Government Merchant Marine, Oct. 29; *Canadian Sealer,* Canadian Government Merchant Marine, Oct. 29; *Mapledawn,* Canada Steamship Lines, Nov. 10; *Manoa,* Canada Steamship Lines, Nov. 17; *Canadian Sapper,* Canadian Government Merchant Marine, Nov. 19.

To Barbados, Trinidad, and Demerara.—*Canadian Gunner,* Canadian Government Merchant Marine, Oct. 22; *Canadian Harvester,* Canadian Government Merchant Marine, Nov. 2; *Canadian Coaster,* Canadian Government Merchant Marine, Nov. 16; *Canadian Beaver,* Canadian Government Merchant Marine, Nov. 20.

To Nassau, Kingston, Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Nov. 8.

To Australia and New Zealand.—*Canadian Cruiser,* Canadian Government Merchant Marine, Oct. 23; *Orari,* New Zealand Shiping Company, Nov. 10; *Canadian Victor,* Canadian Government Merchant Marine, Nov. 20.

To India.—A steamer, Ellerman-Bucknalls Steamship Company, Oct. 25; *Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To South Africa.—*Bendu,* Elder-Dempster & Co., Oct. 31.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Nov. 3.

From Quebec

To Liverpool.—*Empress of France,* Canadian Pacific Steamships, Ltd., Oct. 18; *Canada,* White Star-Dominion Line, Oct. 22; *Vedic,* White Star-Dominion Line, Oct. 29; *Empress of Britain,* Canadian Pacific Steamships, Ltd., Nov. 1; *Megantic,* White Star-Dominion Line, Nov. 5; *Empress of France,* Canadian Pacific Steamships, Ltd., Nov. 15; *Canada,* White Star-Dominion Line, Nov. 19.

From Halifax

To Liverpool.—*Digby,* Furness, Withy & Co., Oct. 29.

To London.—*Northwestern Miller,* Furness, Withy & Co., Oct. 27.

To Manchester.—*Manchester Brigade,* Furness, Withy & Co., Oct. 31,

To Santiago and Jamaica.—*Nevis,* Pickford & Black, Oct. 19.

To Bermuda, British West Indies, and Demerara.—*Chaleur,* Royal Mail Steam Packet, Oct. 25; *Chignecto,* Royal Mail Steam Packet, Nov. 8.

From North Sydney

To St. John's (Nfld.).—*Sable I.*, Farquhar & Co., Ltd., every Saturday; *Kyle*, North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

To St. Pierre et Miquelon.—*Pro Patria*, Oct. 19.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara*, Canadian-Australasian Line, Nov. 12; *Makura*, Canadian-Australasian Line, Dec. 10.

To Auckland, Wellington, Dunedin, Melbourne, and Sydney.—*Canadian Transporter*, Canadian Government Merchant Marine, Nov. 5; *Waimaming*, Canadian-Australasian Line, Nov. 7.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Empress of Japan*, Canadian Pacific Steamships, Ltd., Oct. 22.

To Yokohama, Kobe, Hong Kong, and Manila.—*Melville Dollar*, Dollar Line, Oct. 26; *Tyndareus*, Blue Funnel Line, Nov. 4; *M. S. Dollar*, Dollar Line, Nov. 20; *Protesilaus*, Blue Funnel Line, Dec. 4.

To India.—*Canadian Inventor*, Canadian Government Merchant Marine, Nov. 15.

To Southampton and Glasgow.—*Moliere*, Royal Mail Steam Packet Company, Oct. 20.

To London, Hamburg, Amsterdam, Rotterdam and Antwerp.—*Eemdijk*, Royal Mail Steam Packet Co., early in November.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius*, Blue Funnel Line, Oct. 28; *Tyndareus*, Blue Funnel Line, Nov. 18.

WATER POWERS OF THE UNITED KINGDOM

Professor Gibson, in addressing the Section of Enginering on "The Development of Water Power" at the British Association meeting in Edinburgh, said that the available horse-power of the world from water was of the order of 200,000,000, of which approximately 25,000,000 were at present developed or in course of development. Great Britain, with 900,000 available, had developed only 200,000, the total available and the amount actually used being the smallest of any country for which the figures were known. Canada used, or was about to use, over 3,000,000 out of a possible 23,000,000, the remainder of the British Empire 700,000 out of a possible 30,000,000 to 50,000,000, the United States of America nearly 10,000,000 out of 28,000,000, France 1·6 out of 5·6, Germany 0·75 out of 1·5, Japan 1·5 out of 8 possible millions. The inland water power resources of the United Kingdom were capable of supplying 27 per cent of the horse-power that was represented in the total annual consumption of 55,000,000 tons of coal for industrial purposes, excluding railways and steamships. The scope for the development of inland water power throughout the world, and more particularly the British Empire, was likely to be large for many years to come.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

P. Roy. Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

(Revised to June 24, 1921)

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Annual Report of Weights and Measures, Electricity and Gas (d).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Trade between Canada and the British West India Colonies (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e.)

Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916).
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade with China and Japan (1914).
"Trade of the New Countries of South-east Europe" (1921). (Price outside Canada, 35 cents).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Toy Making in Canada (1916).

PUBLICATIONS OF THE BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education. Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director, Weights and Measures Service, Otttawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Hon. H. H. Stevens
(Minister of Trade and Commerce)

OTTAWA
F. A. ACLAND
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, October 24, 1921 | No. 925

Canadian Manufacturers and Exporters are strongly advised to file all numbers of the "Weekly Bulletin" for future reference, and to bind them with the Index at the end of each half-year.

PREFERENTIAL TARIFFS APPLICABLE TO IMPORTS FROM CANADA IN VARIOUS PARTS OF THE BRITISH EMPIRE

By William Gilchrist, Chief Foreign Tariffs Division, Commercial Intelligence Branch.

The last year and a half has been marked by several events of importance in respect of preferential tariff arrangements within the British Empire. Of especial interest to Canada is the West Indies trade agreement, formally proclaimed as having come into force in nearly all the colonies on the first of September. As the result of the Canada-West Indies conference held in June, 1920, Jamaica, the Bahamas and British Honduras were brought for the first time into reciprocal tariff relations with Canada. Those West Indian colonies which were in the trade agreement of 1912 sent to the conference delegates favouring larger preferences under the new pact and this principle was carried out. Looking over the other parts of the world, Cyprus and Samoa are found to have joined the list of colonies which have differential import duties affording Canada a tariff advantage over foreign countries. The United Kingdom under one part of the Safeguarding of Industries Act gave preferential treatment to goods of Empire origin. In addition to the mother country and the colonies mentioned, New Zealand, South Africa and Rhodesia have preferential tariffs applicable to imports from Canada.*

The advantages which Canada enjoys in the various British markets in consequence of Imperial preferences are surveyed in this article. The usual condition for obtaining the British preference is that at least 25 per cent of the value of the imported goods be derived from labour in a country entitled to preferential treatment.

Note.—Specific duties are duties based on number or quantity, such as $2 each or 5 cents per pound; ad valorem duties are levied on the value of goods, as 10 per cent; n.o.p. means not otherwise provided for.

United Kingdom

A comparatively recent development of the scheme of Imperial tariff preferences is the coming into operation, this month, in the United Kingdom, of part I of the Safeguarding of Industries Act imposing duties on certain foreign goods while exempting Empire products. Britain had been already giving a tariff preference on nearly all her dutiable imports. The new measure is indicative of further approval of the principle of Imperial preference. It happens that the majority of articles made dutiable under the new customs law, relatively speaking, are not of great indus-

*The Australian Parliament has before it a measure containing special provisions for negotiating preferential tariff arrangements with other British Dominions. It is expected that this legislation will be enacted at an early date.

alcoholic spirits, wine, beer and ale. In all the colonies the preference on flour was to be not less than one shilling per 196 pounds. In some cases a more substantial trial importance to Canada. Most benefit is likely to be derived from the duty imposed on certain chemicals of foreign origin. Other articles on which the new measure imposes a duty are optical instruments, scientific glassware, laboratory porcelain, balances and measuring instruments of precision, ignition magnetos, arc lamp carbons, wireless valves and similar rectifiers, vacuum tubes, hosiery latch needles, and tungsten. Goods covered by the Safeguarding of Industries Act are dutiable at 33⅓ per cent ad valorem when imported from a foreign country, and are free when of Empire origin.

Compared with most tariffs of the world the dutiable list of the United Kingdom is small. In the regular tariff the goods subject to ad valorem duties are clocks, watches, motor cars (exclusive of trucks, etc.), musical instruments, and accessory parts of any of these articles except rubber tires which are free of duty. On these goods and on certain wines and cinematograph films a preferential tariff, one-third lower than the rates leviable on goods of foreign origin, has been in effect since 1919. The general ad valorem tariff, applicable to foreign countries, is 33⅓ per cent, so that the rate to Canada and other parts of the Empire on articles subject to ad valorem duties is 22⅔ per cent. On sugar, various articles containing sugar, preserved fruits condensed milk, if sweetened, tobacco, cigars, cigarettes, tea, chicory, coffee, cocoa and preparations of cocoa, and some other goods, all subject to specific rates of duty, Canada and other parts of the Empire have a preferential tariff one-sixth lower than the tariff on goods of foreign origin. Certain preferences are also allowed on spirits and wines. On a few dutiable articles, including matches and playing cards, there is no preference.

British West Indies, British Guiana, British Honduras

One by one, the West Indian colonies, which ratified the Canada-West Indies trade agreement of 1920, have been adopting new customs ordinances granting tariff preferences to imports from Canada, the United Kingdom, and in most instances, other parts of the British Empire. Thirteen of these colonies now have the new preferential tariffs in operation.

The agreement provided for certain reductions from the West Indies general tariff on nearly all merchandise and produce imported from Canada. The reductions specified for the several colonies were to be not less than the following percentages: Bahama Islands, 10 per cent; Barbados, 50 per cent; Bermuda, 25 per cent; British Guiana, 50 per cent; British Honduras, 33⅓ per cent; Jamaica, 25 per cent; Leeward Islands, 33⅓ per cent; Trinidad, 50 per cent; Windward Islands, 33⅓ per cent. The agreement failed to receive the necessary ratification by the Bermuda House of Assembly. All the other colonies have approved the pact and with the exception of Jamaica have put the new preferences into operation. Tariff revision was to be dealt with by the Legislative Council of Jamaica in October or November. Independent of the 1920 agreement, Jamaica has a preferential rate, applicable to Canada, for certain cotton piece-goods. The rate on foreign cotton piece-goods is 16⅔ per cent ad valorem. The preferential rate is 10 per cent and there is a still lower rate of 8⅓ per cent, when the goods are made entirely from cotton grown within the Empire.

When the time came to revise its tariff in accordance with the agreement the Bahamas made the preference 25 per cent although 10 per cent would have fulfilled its obligation. British Honduras, in August last, raised its general ad valorem rate on foreign goods, from 15 per cent to 20 per cent, the result of which was to provide on many items a preference of 50 per cent on goods of Empire origin.

In the Bahamas, preferences are not necessarily applicable to wines, malt liquors, spirits, spirituous liquors, liquid medicines and articles containing alcohol. The colonies are not required to give a preference on tobacco, cigars or cigarettes but nearly all of them have adopted differential duties on these articles favouring Empire goods. Except in the case of the Bahamas certain preferences are specified for

preference has been accorded. In this respect British Honduras went furthest, making the preference on wheaten flour when imported direct $1 per 196 pounds.

Goods are not exhaustively classified in the West Indian tariffs. The item covering unenumerated goods in any tariff is therefore of much importance. Furthermore, the rate on unenumerated goods is usually the prevailing rate applicable to all goods subject to ad valorem duties. On this account the approximate levels of the different tariffs are not difficult to indicate and an idea can be given of the absolute value of the preferences which have so far been described only as per centage reductions from the rates leviable on foreign goods. The subjoined table shows the actual differential on the bulk of articles subject to ad valorem duties in the different colonies:—

	Preferential Tariff	General Tariff
The Bahamas	9⅜ per cent	12½ per cent
Barbados	10 "	20 "
British Guiana	11 "	22 "
British Honduras	10 "	20 "
Trinidad	10 "	20 "
Grenada	10 "	15 "
St. Lucia	10 "	15 "
St. Vincent	10 "	15 "
Antigua	10 "	15 "
Montserrat	10 "	15 "
St. Kitts-Nevis	10 "	15 "
Dominica	....	....
Virgin Islands	....	....

Important articles, including many kinds of foodstuffs, animals, lumber, and other commodities, are subject to specific duties, and such goods are not covered by the rates quoted in the above table.

New Zealand

New Zealand, since 1903, accords Canada and other parts of the British Empire a preference on most of its dutiable imports. The preference is variable. Probably the most common rates are 30 per cent under the general tariff and 20 per cent under the preferential tariff. These are the respective duties applicable to hardware and ironmongery n.o.p., saddlery and harness, leather goods n.o.p., most kinds of textile goods except clothing, preserved meats, preserved vegetables, lard and provisions n.o.p., glassware, bricks, drainage pipes, lamps n.o.p., fancy goods, toys, athletic requisites n.o.p., musical instruments, fishing tackle, cardboard n.o.p., stationery and writing paper n.o.p., firearms, electrical appliances n.o.p., cordage and twine n.o.p., tents, and some other articles. Then there is a higher scale of duties. Wearing apparel n.o.p., hats, hosiery n.o.p., toilet preparations n.o.p., calendars and showcards, cardboard or paper boxes, paper bags n.o.p., account books and many similar kinds of manufactured stationery, tinware, galvanized iron manufactures n.o.p., brooms and brushes, furniture n.o.p., preserved milk or cream, soap n.o.p., trunks and travelling bags are all dutiable at 37½ per cent ad valorem, when of foreign origin, while Canada has a rate of 25 per cent ad valorem. On some other goods the respective duties are 33¾ per cent and 22½ per cent.

Printing paper is free when imported from Canada, but 20 per cent when of foreign origin. Other articles in this latter category are certain box papers, cheesecloth, iron boiler plates, wrought pipes, iron and steel cordage, and plain black iron in several forms. The Empire free list also includes a variety of goods subject to 10 per cent ad valorem when imported from a foreign country. Motor vehicles are 20 per cent general and 10 per cent preferential tariff.

The New Zealand tariff is applicable to Cook islands.

SAMOA

In April, 1920, the New Zealand Government issued a customs order providing for a new preferential tariff in Samoa, a mandated territory. The general tariff of Samoa on nearly all goods is 22½ per cent. There is a British preferential tariff of 15 per cent, which is applicable to imports from Canada. Tobaccos, only, are excluded from the preference in Samoa, and there is a short list of articles exempt from duty.

South Africa

According to the official Year Book of the Union of South Africa, preferential duties were in effect a century ago in Cape Colony. It is stated that from 1821 to 1830 the duty was approximately 3 per cent ad valorem on British goods and 10 per cent on foreign goods and those imported from the East. However, in 1865 the early differential rates were abolished and from that time until 1903 customs duties were levied equally on all goods irrespective of origin. In 1903 British preferential rebates were authorized and they have been continued. On most goods this rebate consists of 3 per cent ad valorem. The full rate to foreign countries in many cases is only 3 per cent, and in these circumstances imports from Canada or other reciprocating British countries are free of duty. On nineteen items the rate on foreign goods is 25 per cent ad valorem, with a corresponding rate of 22 per cent under the preferential tariff. The classification of goods is not very exhaustive in the South African tariff, so that the item covering unenumerated articles has a wide application. The duties under this heading are 20 per cent general and 17 per cent preferential. On a considerable list subject to specific duties the preferences vary considerably. The articles classified under some fifty items are free of duty, regardless of origin, and on these goods there is, of course, no preference.

Rhodesia

Northern and Southern Rhodesia are included in the South African Customs Union and have a tariff similar in many respects to that of South Africa. However, that part of Northern Rhodesia known as the Congo Basin applies the same tariff to imports regardless of origin. In the other portion of Northern Rhodesia and in the whole of Southern Rhodesia imports from Canada come under a British preferential tariff which, in some respects, is more favourable than the tariff of South Africa. The preferential rebate, for example, on the item covering unenumerated goods is 11 per cent ad valorem.

Cyprus

Cyprus in May, 1920, adopted a preferential rate for certain Empire products which is one-third lower than the full rate. This list includes musical instruments, clocks, watches, cinematograph films, cotton yarns and piece-goods, soap, matches, woollen yarns and manufactures, furniture, haberdashery and millinery. The preferential tariff for unenumerated goods is one-sixth lower than the full rate, which is 10 per cent ad valorem. The preference is varied for wines and spirits.

CANADIAN EXPORTS AFFECTED BY UNITED STATES EMERGENCY TARIFF, SEPTEMBER AND FOUR MONTHS JUNE TO SEPTEMBER, 1921, AND COMPARISON WITH CORRESPONDING PERIODS IN 1920

The United States Emergency Tariff Act was passed by Congress on May 23, signed by the President on May 27, and became effective on May 28. The table opposite shows, as far as these are given separately in Canadian statistical records: (1) the articles which Canada has been exporting to the United States affected by the Act with the respective rates of duty; (2) quantities and values of these articles exported in September, 1920, as compared with those in September, 1921—the fourth full month of the operation of the Emergency Tariff Act; and (3) quantities and values for the four months June-September, 1920, as compared with the corresponding period in 1921.

Canadian Exports Affected by United States Emergency Tariff, September, and Four Months June to September, 1921, and Comparison with Corresponding Periods in 1920

Tariff Number and Article	Rate of Duty	Unit of Quantity	Month of September 1920 Quantity	Month of September 1920 Value	Month of September 1921 Quantity	Month of September 1921 Value	Four Months ended September 1920 Quantity	Four Months ended September 1920 Value	Four Months ended September 1921 Quantity	Four Months ended September 1921 Value
				$		$		$		$
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete, and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional degree shown by the polariscope in addition and fractions of a degree in proportion	Per pound. 1 16/100 cent; 4/100 cent	Lb.	1,219,402	218,203	11,100	926	49,551,239	8,897,610	11,680	978
Molasses testing not above 40 degrees	24 per cent *ad val.*									
Molasses testing above 40 degrees and not above 56 degrees	Per gallon. 3½ cents	Gal.	50,622	5,672	285,620	15,434	315,739	31,575	489,449	23,136
Molasses testing above 56 degrees	7 cents									
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together—	Per pound.									
If unstemmed	$2.35									
If stemmed	$3.00	Lb.	1,050	1,593	345	114	16,843	23,856	746	226
195 Butter and substitutes therefor	6 cents	Lb.	450,024	230,863	141,988	47,493	3,626,182	1,907,303	342,912	109,047
196 Cheese and substitutes therefor	23 per cent *ad val.*	Lb.	169,295	50,976	3,798	1,433	290,143	84,512	17,743	6,831
ex 197 Beans not specially provided for	Per pound. 2 cents	Bush.	2	12	....	....	3,885	18,470	24	24
208 Onions	Per bush. of 57 lbs. 40 cents	....	....	....	....	....	....	....	....	....
ex 212 Flax seed	Per bush. of 56 lbs. 30 cents	Bush.	229,700	724,489	459,886	943,148	519,991	1,730,951	1,281,491	2,513,297
ex 217 Apples	Per bush. 30 cents	Brl.	13,019	49,334	76,524	315,697	13,337	51,614	92,967	379,805
ex 465 Corn or maize	15 cents per bush. of 56 lbs.	Bush.	....	....	....	....	1,552	3,442	2,150	2,164
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork	2 cents per pound	Lb.	5,635,900	1,001,538	2,880,400	403,783	15,056,400	2,677,768	8,088,400	1,066,758
Meats of all kinds, prepared or preserved, not specially provided for	25 per cent *ad val.*	Lb.	355,423	90,107	7,525	2,950	1,369,408	304,064	450,269	74,622
547 Milk, fresh	2 cents per gallon	Gal.	241,293	69,318	98,829	20,153	815,238	206,941	550,354	115,441
Cream	5 cents per gallon	Gal.	194,166	297,727	191,639	301,541	768,232	1,179,047	769,266	1,175,286
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings	2 cents per pound	Lb.	747,050	116,446	243	68	7,266,581	1,078,548	1,163,467	188,861
ex 581 Potatoes	25 cents per bush. of 60 lbs.	Bush.	229,897	243,577	108,345	103,268	479,411	1,060,198	175,094	159,475
ex 619 Cattle	30 per cent *ad val.*	Head	37,630	3,353,778	15,494	317,659	96,497	7,421,708	34,305	835,982
Sheep one year old or over	2 dollars per head									
Sheep less than one year old	1 dollar per head	Head	44,961	429,967	24,244	130,644	62,631	635,665	39,307	226,695
ex 644 Wheat	35 cents per bush.	Bush.	1,478,469	3,996,463	195,183	289,864	1,653,221	4,456,773	1,751,771	3,069,268
Wheat flour and semolina	20 per cent *ad val.*	Brl.	10,889	134,768	4,554	40,470	85,538	1,059,697	16,181	119,224
ex 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools—										
Unwashed	15 cents per pound									
Washed	30 cents per pound	Lb.	304,137	118,538	1,039	228	1,603,124	716,620	19,691	2,948
Scoured	45 cents per pound									
				11,133,369		2,934,873		33,546,362		10,070,068

MARKET FOR FOREIGN BEERS IN CUBA

Trade Commissioner G. R. Stevens

Havana, October 1, 1921.—The constant sun, the indifferent sources of water supply, and the heavy winter influx of American tourists, combine to make beer as important a staple in Cuba as flour, potatoes and codfish. No figures are available at present upon the production or importation of this commodity during the last two years, but the per capita consumption undoubtedly rates among the highest in the world.

During the course of Cuba's post-war prosperity, the demand for both native and imported beers rose to unprecedented dimensions and almost any foreign beer could be marketed in Cuba because of the shortage of supplies. The native breweries increased their output and at the same time Cuban importers bought extensively abroad. Then came the crash in sugar, and the natural reaction occurred. To-day huge quantities of imported beers are being sold at a loss of between 25 to 75 per cent of their landed costs. One brand of very well considered Canadian beer, which is landed at a cost of about $18 per barrel of ten dozen half-bottles, is being thrown on the market at from $14 to $10 per barrel; in spite of this sacrifice, however, there is little diminution of the retail price. The Cuban breweries are only manufacturing about 25 per cent of last year's output and the present aspect of the market cannot be considered to be healthy.

Nevertheless, imported beers will always command a good market in Cuba. Native beers are the normal beverage of the Cuban, and foreign beers are his extravagance: when he is prosperous or when he desires to show his good taste, he turns to imported brands. The best Cuban beers are extremely good brews of the light ale type, but importers consider that the same type of foreign beer can command a price of from $3 to $4 per barrel more than the native product of equal merit.

During the past summer German beers re-appeared in quantity in Cuba. Both the light and dark German and Dutch brews have a certain popularity here, and they are being landed at fairly low prices. For barrels of 72 half-bottles, an average landed cost is $8. The German and Dutch brewers are well connected in Cuba, and they have the advantage of an established position. A very successful method of salesmanship is utilized by some German agents: they canvass the retail trade and the small cafés, leaving small consignments of a few dozen bottles on approval, payment to be made after sale. This creates a favourable impression upon the retailers and the basis is laid for an increased demand. However, German beers will never seriously compete with British and Canadian ales, owing to the wide difference in type. In addition, German beers have been arriving in Cuba in bad condition. To obtain keeping qualities in the tropics a precise percentage of alcohol is required and the dark German beers apparently lack the body which preserves the necessary "life" in the drink. Certainly the German beers on sale in Cuba at present lack all "snap" and sprightliness and are singularly uninspiring beverages. In regard to English beers, several of the more famous brands have a strong position in the market. The taste in English beers runs toward the best strong ales, and the English brewers really only cater to a luxury trade. In price, they are well above all competitors, but the demand is limited to the better class consumers and has little or no appeal to the majority of Cubans.

One well-known Canadian brewery has entered the Cuban field in earnest and has done very well in the sale of their beers. A canvass of the dealers elicited the fact that this particular firm is highly considered in Cuba. They advertise extensively and their products arrive as well packed as English supplies and better than the German beers. A principal of this firm visited Cuba in order to determine the precise percentage of alcohol which would best suit this climate, and as a result this

Canadian beer is known as the best conditioned of all imported beers. It is perhaps a little heavier and more potent than the Cuban market requires, but, in the opinion of dealers, a constant demand for this particular beer is assured in a normal market.

FACTORS ESSENTIAL FOR SUCCESS

The following factors are essential for the introduction of a Canadian beer into Cuba:

The beer should be of the light ale type and of a lively nature. There is a peculiar snap to Cuban beers which renders them very similar in taste to one or two of the most popular Canadian ales.

The percentage of alcoholic content should be determined with a view to the best possible preservation in a tropical climate.

The question of a trade-mark is very important, and any beer attempting this market should be prepared to do considerable advertising. The beer companies in Cuba do a volume of advertising comparable with the amount of advertising which the moving picture houses contribute to the daily newspapers of Canada. Even the oldest and best established British houses use signboards and electric signs in quite American fashion.

Connections with the Cuban retail trade should be as direct as possible. There is a very marked tendency to hold up the prices of foreign beers to a level which ensures an enormous profit to the retailer. It is common to find beer being retailed at 100 per cent upon landed cost. This can only be obviated if the connection between the brewer and the retailer is sufficiently intimate to persuade the retailer that a lower price and greater sales are to his advantage.

It would be quite useless to make spasmodic efforts to place a new beer in this market. If firms commit themselves to the Cuban market, their returns will probably not appear for the first year or more; but when an established demand has been worked up, it should prove an extremely profitable market to the exporter who devotes serious attention to its requirements.

DECLINING PROSPECTS FOR CANADIAN AMBER MICA IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, October 4, 1921.—Consequent upon the receipt of several inquiries from Canadian firms wishing to market mica in the United Kingdom, the position has again been investigated. Although the mica trade, in common with other branches of business, is quiet, the situation is less bad than in most other commodities, and the chaotic condition which prevailed some years ago has to a great extent passed off. Unfortunately, however, the discovery and development of important new sources of supply of amber mica have radically impaired the demand for Canadian mica.

The consumption of mica in the United Kingdom, although temporarily interrupted by the war, has steadily increased, and whereas total importations in 1910 amounted to 28,113 cwt., these reached 72,383 cwt. in 1918 (the top year) and amounted to 65,866 cwt. in 1919, and 71,500 cwt. in 1920.

For many years British India, partly owing to the perfected organization of the industry and trade, has been the chief source of supply, while Canada's contribution has been comparatively small; her share, which in 1910 amounted to 1,366 cwt., had fallen in 1918 to 480 cwt., and in 1919 was 780 cwt. The figures for 1920 have not yet been issued.

Even if these quantities do not really represent all the Canadian mica which has come to this country, because it is certain that owing to American control of the business, a considerable proportion of Canadian mica has reached this market through

the United States, and been attributed not only by the Customs but by the trade here to that country instead of to Canada, the amount has been insignificant in comparison with Indian supplies.

It is to be regretted that, owing to carelessness shown by certain shippers as regards preparation and grading, the reputation of Canadian mica in this market has never attained the position to which its quality entitles it, and the bulk of the trade has been conducted by one firm which has throughout championed its merits. Indeed, one of the leading London mica firms interviewed, states that not only is there no established market in London for Canadian mica, but as far as their knowledge goes none has been directly offered in London for many years past.

The firm in the north of England which has practically had a monopoly of such Canadian amber mica as has reached this country, now reports that the demand for Canadian mica has completely fallen away, and it is not the overstocked condition of the market and dullness of trade which is responsible for this, but the discovery in recent years of excellent amber mica in Madagascar, where such large quantities exist, and have been mined and finished, that supplies at the moment exceed the world's present demand, and large quantities are awaiting shipment with no buyers.

This mica runs to a much larger grade than the Canadian (over 50 per cent of the production being equal size to 2 by 4 to 3 by 5 Canadian grade). It has a high dielectric strength, and it is stated that it is "free from the cracks and waves and internal faults so common in Canadian amber." It is sickle trimmed, sent out with all the waste cut off, and is 33⅓ per cent below the present Canadian amber mica prices. The very cheap labour obtainable in Madagascar and the present rate of exchange (the currency being French francs), while Canadian funds are at a premium, absolutely prohibit business from Canada.

While this latter feature is of course temporary, there can be no doubt that the quality of the Madagascar mica and the favourable conditions under which it is mined and finished, will render it extremely difficult for Canadian producers to compete in this country upon a profitable basis in the future unless they can substantially reduce their prices.

It is advantageous to take this opportunity to point out to Canadian correspondents who apply for information as to prices which they can anticipate being able to obtain for their mica in this market, that the value of the article depends entirely upon the quality, size, colour, grading, and similar attributes of the particular consignment, and that importers repeat their inability to express even the vaguest opinion as to values until they can personally examine the mica offering. Consequently, the only method of testing prospects is for the Canadian shipper to submit a small trial lot, say one case of each variety, to a responsible firm, and ask for their report. In this connection, moreover, it is pointed out that mere letter specimens are useless.

Owing to the new method of compilation and classification of the trade returns which the Board of Trade has adopted for the first time this year, the statistics of importation classified as to countries of consignment have not yet been published, but upon comparing the figures of ten years ago with those of 1919, it is worth noting that a number of new sources of supply are definitely indicated, notably (what was formerly) German East Africa, Portuguese East Africa, Brazil, and the Argentine Republic.

INCREASE IN PAPER CURRENCY DUTIES IN GERMANY

The Canadian High Commissioner's Office, London, England, on October 14, cabled as follows: "Germany has issued order doubling paper currency duties by requiring two thousand paper marks to be paid for each hundred marks gold duty leviable instead of one thousand paper marks as hitherto. Order takes effect twentieth instant."

SHIPBUILDING ON THE CLYDE DURING SEPTEMBER, 1921

Trade Commissioner Gordon B. Johnson

Glasgow, September 30, 1921.—Largely in consequence of the resumption of work by the shipyard joiners, after their recent eight months' strike, the output from the Clyde shipbuilding yards during September shows an increase over the previous month.

The total tonnage launched during the month was 40,692, and comprised 13 vessels. Last month the figures were 34 vessels, aggregating 34,616 tons. In September of last year the figures were 23 vessels, totalling 49,251 tons.

For the nine months of this year the total is 178 vessels of 340,556 tons, compared with 166 vessels of 489,425 tons in the first nine months of last year.

The year therefore shows, so far, a decrease of nearly 149,000 tons, compared with last year, while the figures have been lower in only three years since 1904.

Clyde-built Motor Ship on Trial

Great interest was exhibited by shipbuilders and shipowners in the official trial trip on September 29 of the new twin-screw motor vessel *Malia,* built by Wm. Hamilton & Co., Port-Glasgow, for Messrs. T. & J. Brocklebank, Liverpool. She is the first vessel, according to the Glasgow *Record,* to be fitted with the new Cammell Laird Fullager internal combustion engines. The new type of engines showed a perfect balance in vibration, with practically no noise, and yesterday the *Malia* took her course down the Firth on a speed of almost eleven knots. There was a company of fully 100 aboard representing large shipbuilding and engineering interests.

SAVING IN FUEL AND OPERATING COSTS

The *Malia* has a gross tonnage of 3,880 and a dead weight carrying capacity of 6,000 tons. She is of course an oil fuel ship and can develop 1,100 c.h.p. With a full load her speed is 9½ knots. Each engine weighs 47 tons. She is destined for the London-Calcutta cargo service, and can carry sufficient oil to do the full trip without rebunkering. Only 4½ tons of oil per 24 hours are required compared with 23 tons of coal per day for a vessel of a similar size. This means a fuel cost of £21 compared with £35 for coal. No stokers are required, and the engine-room is worked by six engineers and 18 coolies. The steering gear is electric, and the vessel can move from full speed ahead to full speed astern in five seconds.

Mr. James Lithgow, presiding at the luncheon, referred confidently to the scientific and commercial success of the new type of engines. Owing to the nature of the weather on the Firth—a heavy mist hung over the water the whole day—the measured mile was not covered.

SAN DOMINGO A NEGLECTED MARKET

San Domingo, which has been described as the West Indian Island " of the greatest possibilities and the least achievement," seems to be neglected and almost ignored by British manufacturers and traders, says the *Manchester Guardian Commercial.* Yet in the fertility of its soil, its mineral wealth, and its healthy climate it is reckoned not even second to Cuba. Since the advent of the United States Military Mission in Control of Customs and Finance, its government has been stable and political disturbances unknown, with the natural result of increased commercial activity. Between 1909 and 1919 the total volume of trade more than quadrupled. In 1919 the volume of trade totalled £15,000,000, of which the United States secured 84 per cent of the entire value.

29443—2½

TRADE NOTES FROM AUSTRALIA

C. Hartlett, Office of the Trade Commissioner

Australian Trade for July, 1921

Melbourne, September 6, 1921.—Figures issued by the Australian Customs Department indicate a large falling off in trade for the first month of the present financial year.

The imports for the month (July), as compared with the same month of last year, fell from £12,366,719 to £7,086,562, showing a decrease of £5,360,257. A substantial reduction in exports during the same period also took place, the figures being £8,248,298 as against £10,516,741 in July, 1920. The most marked reduction in imports were in apparel and textiles, tinned fish, sugar, oils, rubber goods, timber, paper and stationery, drugs and chemicals, and spirituous liquors; while wool, skins, tallow, ores and metals, and gold were mainly responsible for the decreased exports.

Use for Low-priced Wool in Australia

Owing to the prevailing cheapness of low-grade crossbred wools in Australia, a new industry in the manufacture of mattresses and cushions of teased wool has been developed. In the past the materials used have been either kapok or flock, the former being imported from Japan and the East, and the latter produced locally from cloth cuttings, etc.

Manufacturers are now being supplied with the faulty varieties of the lowest grade of crossbred wool which the organization in control of Australian wool supplies (Bawra) has found impossible to sell in ordinary markets. The wool is scoured and then teased as a rule in the same machines as formerly treated flock. The resulting product is stated to be a fine, springy, clean material, weighing little more and being more hygienic than the old product.

It is realized by manufacturers that only the present price of wool (which is unprofitable to the grower) makes the establishment of the industry possible, but it is hoped that before existing stocks are consumed, the advantages of the article will be so generally recognized that the trade will not be hindered by future higher prices.

Australian Imports of Pianos

According to a return compiled for the information of members of the Australian Parliament, there has been a marked decrease in the number of pianos imported into Australia during the past two years. Particulars of the imports during recent years are given thus:—

	From within the Empire	From Foreign Countries
Five years ended June 30, 1910	6,799	52,908
Five years ended June 30, 1915	9,554	60,836
Five years ended June 30, 1920	8,154	29,614
Year ended June 30, 1921	371	6,918

Apart from the United Kingdom, Canada is the only country within the Empire which exports pianos to Australia, where they are to be seen in the showrooms of most of the leading dealers throughout the Commonwealth.

Cost of Shipbuilding in Australia

Official figures recently issued give the cost of certain cargo steamers built by the Commonwealth Government as follows:—

Built at Williamstown, (Victoria).

Dromana	£29	9s.	1d.	per ton
Dumosa	30	4s.	3d.	"
Emita	29	7s.	2d	"

At Cockatoo Island (New South Wales).

Dundula	£29 17s. per ton

At Walsh Island (New South Wales).

Delungra	£29 17s. 5d. per ton
Dinoga	29 17s. 5d. "
Dilga	29 17s. 5d. "

The cost of three other steamers built at Walsh Island has not yet beeen furnished, but as far as could be ascertained it would be about £29 10s.

Owing to these high costs in comparison with the present prices at which steamers may be purchased in the open market, it is considered unlikely that any further shipbuilding will be carried out in the near future by the Commonwealth Government.

Aerial Mail in Australia

A tender has been accepted by the Australian Government for an aerial mail service between Geraldton and Derby in the State of Western Australia, to begin at the end of October, when the aeroplanes to be used are expected to be landed from England. There are to be six machines in the service, each with 240-horsepower engines capable of a speed of 120 miles an hour, and with accommodation for two passengers. There are to be three relays of machines and pilots. The route is 1,200 miles, and it is expected that a speed of 90 to 95 miles an hour will be maintained, the flying time each day extending over five or six hours. Under the terms of the contract, passengers will be carried at the rate of 1s. (24 cents) per mile.

ECONOMIC CONDITIONS IN INDIA

The following report on Indian conditions has just been received by the Director, Commercial Intelligence Service, from private sources.

CROP OUTLOOK, EXCHANGE AND COMMODITY PRICES

Owing to good rains in the important month of September good crops now seem to be assured throughout India and Burma.

The rise in the rate of exchange from between 1s. 4½d. and 1s. 4¾d. to the rupee at the beginning of September to 1s. 5½d. and over at the end of the month is generally regarded as a hopeful indication that there will be some further appreciation in the exchange rate of the rupee. A good many factors have combined to cause the rise in exchange. The principal is that the balance of trade is again in favour of India owing largely to very heavy exports of gold. There is increasing inquiry from abroad for Indian goods, which are distinctly moving, and there is plenty of cargo, available at current rates of freight.

Tea is looking up again, especially the finer qualities which are now a much higher proportion of the crop than they were last season. The new season started off quite well and even the commoner grades have improved in quality and price. Jute is in better demand, and really good jute appears at present to be scarce and dear. There is a mild revival in hides and skins. The price quoted for shellac continues to be very high, owing apparently to stocks in the United Kingdom at present being one-tenth of what they were before the war. India maintains that London must buy to replenish stocks, and London refuses to replenish until the price comes down.

RISE IN WHEAT PRICES AND ITS INFLUENCE ON GOVERNMENT POLICY

The Government of India announce that owing to the recent large and rapid rise in the prices of foodstuffs, especially of wheat, the existing prohibition of the export of wheat, atta and flour will be continued in full force until at least the end of March, 1922. In order to prevent any depletion of stocks or enhancement of price

owing to the supply of military requirements all supplies of wheat, atta and flour required for the army in India, or based on India, will be obtained for the present, as far as possible, by the purchase of wheat abroad. Steps will be taken to encourage the import of wheat from abroad.

It has been represented that private imports of Australian wheat will be encouraged if a portion of the imported wheat is allowed to be re-exported in the form of flour while the balance remains in the country and increases its food supplies. At the same time the mill industry, which is suffering from the embargo on the export of flour, will be assisted. The mills in India generally convert wheat into certain proportions of flour and atta, and it has been repeatedly urged that if the export of fine flour were more freely allowed, the price of atta produced by the mills would be lowered, since with a greater demand for flour the mills could work full time and therefore more economically.

The Government of India having regard to the rise in the prices of wheat which might ensue from the conversion of larger quantities into flour for export have not hitherto acceded to requests for permission to export increased quantities of flour. There can, however, it is explained, be no objection that stocks will be depleted or prices enhanced if the export of flour is preceded by import of wheat from abroad, and is limited to only a portion of the wheat imported. On the contrary, food supplies will be increased by the balance of the wheat which is retained in the country after import.

The Government of India have therefore now decided that any person, firm or company importing wheat from abroad may export fine flour but not atta up to a limit of 50 per cent in weight of the wheat actually imported. No license for export of fine flour will be granted to an importer of wheat unless the importer satisfies the Collector of Customs that he has actually landed wheat in India. These orders will have effect at the ports of Calcutta, Bombay and Karachi, and the export of fine flour under these orders will be permitted only from the port at which the wheat was imported.

It is surmised that the sudden rise in the price of wheat in the Punjab must be due to the short monsoon and poor crops obtained last year and a sudden realization —in the interval between the seasons—of a shortage of stocks up country. If this is the correct explanation, prices are not likely to fall again much this year until next season's crop is fully assured. The course of prices will also depend largely on the extent of the stocks held up country.

INDIA'S TRADE WITH GERMANY

The attached statistics show the growth of India's trade with Germany quarterly since April, 1919-20.

	Imports Rs.	Exports Rs.
1919-20—		
1st quarter (April to June, 1919)	8,121	......
2nd quarter (July to September, 1919)	582	77,500
3rd quarter (October to December, 1919)	35,249	50,43,483
4th quarter (January to March, 1920)	3,87,805	87,37,567
Total	4,31,757	1,38,58,550
1920-21—		
1st quarter (April to June, 1920)	6,09,966	1,38,58,988
2nd quarter (July to September, 1920)	1,33,22,993	1,83,39,746
3rd quarter (October to December, 1920)	1,36,08,178	2,45,86,396
4th quarter (January to March, 1921)	1,99,38,053	3,10,15,200
Total	4,74,79,190	8,78,00,330
1921-22—		
1st quarter (April to June, 1921)	1,28,92,404	2,09,76,254
Month of July, 1921	34,55,557	1,33,91,760

DISPARITY IN FREIGHT RATES TO BRAZIL BETWEEN ENGLISH AND CONTINENTAL PORTS

Mr. E. L. McColl, Canadian Trade Commissioner in Rio de Janeiro, in a communication dated September 9, 1921, refers to the present disparity in freight rates to Brazil between English and continental ports. In one specified case freight rates from Antwerp to Rio were about one-fifth of the rates from Liverpool to Rio. A correspondent writes to the Trade Commissioner that their Manchester agents had 10 tons 3 cwt. of asphalt to ship to clients from England, but objected to pay the following charges:—

	£	s.	d.
Carriage to Liverpool	£ 7	2	0
Labour, dues, etc.	5	0	0
Freight to Rio 60s. plus 75 per cent plus 10 per cent per ton	56	6	5
Consular expenses	1	6	0
Bill of lading, agency, etc.	1	11	2
Insurance	1	4	0
	£72	9	10

Accordingly they decided to ship from Goole to Antwerp and from thence to Rio, paying for this:—

	£	s.	d.	£	s.	d.
Rail from Bolton to Goole	£ 8	15	1			
Charges at Goole	3	11	0			
Bill of lading		2	0			
Freight Goole to Antwerp	15	4	6			
Putting F.O.B. Antwerp	6	3	0			
				£33	15	7
Freight Antwerp to Rio	£12	17	6			
Shipping expenses in Antwerp		14	0			
Consular expenses	1	6	0			
Insurance	1	4	0			
				16	1	6
				£49	17	1

Thus the carriage from Antwerp to Rio cost this firm less than half the charges from Bolton to Antwerp and about one-fifth of what it would have cost by a steamer from Liverpool to Rio.

A ship which arrived from Hamburg the last week of August carried freight at roughly 15s. per ton. The rates of some of the merchandise carried were: cement, 13s.; newsprint rolls, 17s. 6d.; other paper, 15s.; iron and sundries, 15s.; paper pulp, 15s.; powdered stone, 14s. About the same time a ship arrived from London. The rates were: glass, 45s.; corrugated sheet iron, 60s.; iron baths, 50s.; tinplate, 60s.; bottles, 60s.; paper, all kinds, 80s.; machinery, 60s.; fish, dried and otherwise, 60s. In the one case the freight was 15s. per ton and in the other 60s. on the average.

This is one of the factors which enable Germany to offer first-grade cement at 173 marks c.i.f. Rio per barrel of 150 kilogrammes gross, terms thirty days' sight with interest and 5 per cent commission included, and to underbid other countries in rails and machinery. Recently a German firm successfully tendered for electrical supplies. The firm did not quote a price, but stated 10 per cent below lowest legitimate tender.

WEST AFRICAN EXPORTERS' LIST

The Foreign Department of the Bank of Montreal, Montreal, have on file a list of exporters in West Africa who are in good standing and which will be made available to interested Canadian firms on application to that department.

SOUTH AFRICA'S IMPORTS FOR 1920

TRADE COMMISSIONER W. J. EGAN

X. Textiles and Apparel

COTTON GOODS N.O.D.

In other cotton goods, not covered in this report, and not including duck, which is coupled as a customs entry with canvas, the total imports into the Union last year were to a value of $6,095,000. This is about $4,500,000 over the average annual import value of any pre-war year.

The United Kingdom secured the bulk of this trade last year, their export value being $5,613,000. The United States secured a value of $56,800. Other countries sharing in this general entry are: Germany, Switzerland, France, Holland, Belgium, Japan, Italy and India.

CANVAS AND DUCK

This piece-goods entry includes linen ducks, and it is impossible to tell the proportion of the total which is on cotton duck, which is the line that Canada ships. The Canadian duck is spoken of very highly throughout the trade, but the selling of this line has been left in the past to a haphazard system, which of course means limited business.

As with all other cotton entries, the total value received last year was about four times as much as any pre-war year. The total import was to a value of $1,139,280. Canada's share was $7,590, about eleven thousand less than the previous year. The United States is credited with $121,760, an increase of $19,000 over 1919, and the United Kingdom's trade increased from $369,000 in 1919, to $1,003,470 last year. India and Japan are the only other countries shown under this heading, and the trade is very small.

TENTS AND TARPAULINS

Under the cotton and canvas group of entries, there is this entry for tents and tarpaulins; the latter are used very extensively in this country, and of course, in a special way by the railways. The total general imports were to a value of $288,000, and in addition, the government imported last year to a value of over $75,000.

The bulk of the trade is always held by the British exporter, whose share of last year's trade was $253,440. Germany shipped to a value of over $19,000. Belgium, India and Canada are the other countries shipping. Canada's share last year was over $5,000.

SILK, PIECE, HOSIERY AND OTHER IMPORTS

The only share of this trade secured by Canada is under the hosiery heading, and Canada is credited with an entry of $540. Several very special efforts were made through agency arranged at this office, to place quantities of silk hosiery, but on every occasion the price was too high.

In silk piece-goods, South Africa's total imports last year were to a value of $4,352,600. Japan was the leading source of supply, shipping $1,793,000; the United Kingdom came next with $1,089,980, followed by France, which exported to South Africa to a value of $698,000. Switzerland was credited with $341,000. Other countries shipping in fair quantities are India and Italy.

In the silk hosiery and underclothing entry on which Canada figures for a value of $540 last year, the total imports were $714,870, and of this the United States manufacturers shipped $410,120. Some of the stuff shipped from American factories

last year was not of such a character that repeat orders will be placed for same in a hurry, but there are many lines of exceptional value in hosiery, which if held to standard, will be stocked regularly. The United Kingdom shipped to a value of $172,000, and Japan $90,000. Switzerland's share of the trade last year was $23,790.

Under the n.o.d. entry of silk imports, last year the total were to a value of $261,000, the bulk of which was from the United Kingdom ($189,300), followed by Japan with a value of $55,000. France is the only other country showing worth-while figures, and these were only $8,800.

WOOLLEN IMPORTS

In wool blankets and rugs the total imports last year were to a value of $3,236,000, and this on top of a $2,000,000 import in 1919. The bulk of this trade is held by the United Kingdom exporter, who shipped last year to a value of $3,117,000. Italy, France and Holland shipped about $30,000 each. Pre-war, when the average annual total import was about $1,600,000, Germany's annual average was about $70,000, and although supposed to be hard up in a wool way, that country shipped last year $2,350 in value.

The total imports of wool piece goods last year were to a value of $7,979,890, which is $5,000,000 more than they ever imported in any one year pre-war.

As in the past, the United Kingdom hold the big share of this trade, securing out of last year's total a value of $7,820,830. France is the only other country competing in a big way, securing last year to a value of $83,630. Other countries shipping are: the United States, $33,000; Holland, $12,350; Belgium, $10,620; and in smaller amounts, Germany, Switzerland, India, Italy and Japan.

Under the heading of underclothing and hosiery—woollen, which, of course, embraces all classes from cashmere to the coarsest—the imports in 1920 were to a value of $1,561,000, of which the United Kingdom secured $1,528,000, the United States $28,400, and Canada $1,630.

Representation spoken of under the heading for cotton hosiery and underwear applies here, and it is to be hoped that the real endeavour will be carried out by meeting competition. There is no question that on a good number of lines, a trade well worth while can be worked up, first in the cheaper grade for the wholesale distribution, and secondly in the better grade goods with the medium and large retailer. In the latter case, for the high-grade lines, some system of advertising will have to be carried on, as is done by the better grade producer in the United Kingdom.

CLOTHING—READY-MADE

In ready-made clothing of all kinds, the total imports last year were almost three times as much in value as any pre-war year, the total being $35,475,800, and of this the United Kingdom secured her usual control place by shipping to a value of $33,878,860. Canada's share, which was on ladies' lines principally, was $6,970.

The United States shipped to a value of $491,180, India, $330,000, France $213,000, Japan, $166,000, Switzerland, $114,000, and Germany, which was supposed to be hard up on clothing supplies, to a value of $96,930.

As pointed out on many occasions, the South African field must surely be a good one for the Canadian manufacturers of ready-mades, whether men's or women's. The seasons are just the reverse to Canada, and work could be carried on at full blast in that trying mid-season at factory, if sales are made overseas in a country situated as this is.

It must, of course, first be remembered that the competition to meet is that of the United Kingdom, or continental manufacturer. Secondly, the manufacturer must be represented, and he must back up his endeavours by guarantee of shipments when required.

There is a very nice import trade in macintoshes, india rubber and oilskin coats of all kinds. Last year's total imports were valued at $413,870, of which the United Kingdom manufacturers secured $286,000, and the United States $122,000, with France shipping to a value of $5,000.

One Canadian firm is now making an endeavour in a real up-to-date way, by sending samples, cheque to cover customs, proper invoices and code words for each garment. Agency has been arranged, and it is hoped that their prices will be such that Canada, through this manufacturing firm, will secure a good share of the trade.

FURS

As with all other countries, furs, more particularly sets, are in much more general use than five or six years ago. There is a good market for the right pattern, in not too expensive fur, although there are some good furs imported. There is, in addition, a considerable manufacture within the country of very stylish sets made from local furs. The total imports of furs reached a value of $163,240, of which the United Kingdom shipped $140,775. The balance, in small amounts, was shipped from Canada, the United States, France, Russia and Germany.

CURTAINS, CUSHIONS, AND COVERINGS

The total imports under this heading were to a value of $1,172,230. Canada shipped to a value of $1,810, and as we do not know the class of goods shipped, we would suggest that the manufacturer should write us, so that we may follow it up and perhaps secure an interest in these manufacturers with other importers. The United States trade was to a value of $462,900, and the United Kingdom is credited with $618,750. Italy, Japan and Belgium secured the balance of this trade.

GLOVES AND MITTENS—LEATHER

Leather gloves and mittens were made a separate customs entry for the first time in 1919, when a total import of $81,450 was made. Last year's figures are more than double this amount, being $182,935.

On certain lines Canada has made good sales this year; this, of course, will not be in evidence for some time to come. Canada's share last year was only $350, the United States $10,620, the United Kingdom $90,770, France $39,000, Italy $38,000, and Japan and Australia $200 each.

As there are now two ranges of Canadian gloves on the South African market, the possibilities of our securing a permanent trade should soon be in evidence.

In the glove and mitten (not leather) the imports last year were to a value of $254,240, the United Kingdom securing of this $190,000, France and Italy a little over $20,000 each, the United States $11,000, and other countries in small amounts are: Belgium, Japan, Germany, with an $80 shipment from Canada.

HABERDASHERY AND MILLINERY

There is not the same large increase under this heading as there is for most other lines, although the increase over the average annual pre-war imports is fully two million dollars. Last year, under this heading, the imports were valued at $8,475,725. Canada's trade has been increasing and last year totalled $7,825. The United States exports were $280,280, some $34,000 less than the previous year. The United Kingdom's share of the trade was $5,469,000—just about her usual proportion. Switzerland's trade increased from $650,100 to $1,373,320 last year, and France more than doubled her 1919 trade by shipping to a value of $880,000. Germany came back last year with shipments to a value of $70,860; pre-war her average annual trade was about one million dollars. Italy's trade increased from $52,000 to $94,000 last year. Japan's trade dropped from $303,000 to $174,000.

CORSETS

The corset imports for 1920 amounted in value to $997,290. Canada's share has increased to $15,740, and the United States to $386,640. The United Kingdom shipped to a value fo $586,620, and France $5,940. Japan shipped to a value of $70.

There is a very hard marketing condition to overcome for newcomers. The leading lines sold by the English and American manufacturers are extensively advertised. It is very difficult to induce any two wholesalers to stick to any one manufacturing factory number; they all want their own brand number, but have no objection to a factory brand name.

HATS

The total imports of felt hats into the Union last year were 76,019 dozen, valued at $1,877,350. The bulk of the trade, which is in soft felts, is held by the United Kingdom manufacturers, who shipped last year 72,095 dozen, valued at $1,764,185. Italy came next with 1,851 dozen valued at $64,460, and the United States shipped 1,714 dozen valued at $38,820. France is credited with 104 dozen, valued at $1,700.

In straw hats of all kinds the imports last year were 57,124 dozen. The United Kingdom shipped 38,479 dozen, Japan 9,433 dozen, Italy 4,306 dozen, and China 2,671 dozen.

Increased Import Prospects

As stated in the first part of this report, it is not only the cleaning out of high-priced stocks in the warehouses of the Union which will help to bring back anything approaching normal imports; the real factor will be South Africa's ability to place her produce overseas in the usual, or increasing quantity, and at fair prices.

Judging by exports of this year up to the present, and prices being offered for produce—without at all comparing with the same period last year, which was abnormal—it will be some months, six to eight at least, before there is a real beginning towards normal imports, but South Africa above all countries is a hard country to prophesy on, and the rebound may be much quicker. One thing is sure: when it does come, it will be quick work. It is therefore essential that all Canadian manufacturers represented, or contemplating representation, should keep their agents posted in an up-to-date way on prices and shipping possibilities.

Now is the testing time, and the real effort should be made to hold and increase all trade secured during the past few years. Competition—yes, and a keen world's market fighting for South African trade—should be an incentive not only for the individual firms interested, but for Canada's sake to come right after it and show our ability at all times to hold our own.

EASTERN MARKETS FOR RUBBER GOODS

Amongst Empire markets for motor tires that of the British East Indies leads. Over 200,000 motor car and motor cycle tires were imported into India last year. Of these the United Kingdom furnished 75,500, the United States 46,700, and Italy 54,000. The competition of the last-named is growing, aided by the state of exchange. In addition 200,000 inner tubes were sold in the Indian market in 1920. The Indian market for waterproof clothing is worth about £18,000 annually, and has not varied greatly since before the war. Britain has practically a monopoly. A very large trade is also done in sundry other manufactures of rubber, amounting in value to nearly one million sterling, adds the *Times Trade Supplement.*

The Straits Settlements market, though temporarily under a cloud, offers future possibilities for the sale of a variety of rubber articles. Apart from tires, a demand for mechanical rubber comes from the Singapore shipyards, motor repair shops, railways, and many general engineering establishments. Clothing and rubber soles and heels should offer good opportunities.

PACKING AND SHIPPING METHODS FOR THE SOUTH AFRICAN MARKETS

Trade Commissioner W. J. Egan

Cape Town, September 14, 1921.—Very few Canadian exporters to South Africa have failed to meet all the conditions required of them in packing for export to this country. It is a matter of great credit to Canadian exporters to be able to state that the importers of the Union as a rule speak with praise and appreciation of how quickly Canadian exporters meet the required conditions as regards the actual packing.

DOCUMENTS AND MARKING OF CASES

It would be a great pleasure if one could speak with the same voice as regards Canadian methods in reference to documents, invoicing and prompt despatch of same. The best efforts in proper packing are soon discounted if shipping instructions are not followed. It is the exception when invoices are despatched to the indentor here the same day as the shipment is made, to be followed by covering invoices showing costs of transportation, insurance and other charges. It is again the exception, and a very rare one, when the shipment consists of several cases, where invoices show the contents of each separate case, and yet these essentials are not only asked for, but are the bed-rock of a proper export trade.

Importers generally state that on import from any source of supply, they seldom get more in value than they pay for, but that Canada is an exception when it comes to the markings required on a case. Surely, if any kind of real method is in evidence it must be just as easy to follow marking instructions or meet documentary and invoicing requirements, as it is to pack properly.

The frequent failure to follow the essential instructions has certainly discounted much effort in proper packing, sample despatch, favourable prices, quality of finish and real hard work by agents in the placing of orders, and more particularly in securing repeat orders.

In reference to exports to South Africa, there is no excuse whatsoever for neglect to supply at least the preliminary papers required for arrival of goods in South Africa, because in addition to the mail service via England, which very seldom takes more than four weeks in delivery from Canada, there is the added opportunity of sending papers through the agents of the steamers carrying freight, as Messrs. Elder-Dempster Co., Board of Trade Building, Montreal, invite despatch of documents via their steamers, and have provided for each ship a special strong box for this purpose.

Under anything like normal conditions, "selling to arrive" is a practice in South Africa, and if the purchaser at this end has before the arrival of a shipment the necessary documents in hand, a sale is often made which means immediate repeat orders in bulk quantities. Another reason for the necessity of documents in hand, at least on arrival of goods, is for clearance through Customs and consequent saving of extra charges due to delays when the required papers are not in hand.

ESSENTIALS FOR OVERSEAS PACKING

The essential point in packing for overseas is, REMEMBER (and always in capital letters) that shipping overseas is not the same as shipping by rail only. There is first the difference in handling; secondly, the cost which affects the laid-down price of the shipper's goods; and the third point, the greater liability of pilferage. The radical difference between rail and ocean transportation should not be hard for any exporter to visualize, more particularly because the average exporter must of necessity have had some experience of receiving shipments from overseas.

The first point to consider is the difference in handling cases or packages for overseas, as compared with rail freight only. The latter means that the rail ship-

ments are trucked from the shipping room right on to a delivery wagon, which in turn, seven times out of ten, is trucked from the wagon to the inside of the railway freight shed, and again in almost every case, is trucked to the freight car, the reverse order being used at destination.

For overseas the start is the same, but from the time the package or case is dumped at the docks, the usage is usually as rough as can be. The case or package may then he handled with hooks, or otherwise into a net or sling, for an up-lift of 30 or more feet, then down to the hold of the vessel, usually with a bump, and from there hooked or rolled and dumped into its appointed place, which may mean similar cargo about it, but more often it may be much heavier freight, or an awkward case of some kind, which with shifting of cargo is bound to have some bad effect on the case, unless it is as it should be, compact inside, and strong in every sense of the word. Rough as the way has been up to now, it is nothing compared to what happens very often at the other end of the journey. There is again the same, or worse, handling of the freight, worse because the dock labourer in such countries as South Africa is of a different type to that in Canadian harbours. After the up-lift in nets or slings from the hold, if the steamer is lying in roadsteads, there is the big rough drop into the rolling barge, or lighter, and from the barge, another rough handling to the net again, for the pull up to the dock, and again the drop on to the dock; then the rough handling on to the wagon, the haul to Customs, and again a dumping of the case, and then perhaps to the port warehouse of the purchaser, but very often more wagon hauling and dumping on to a railway siding for shipment inland.

The above short and conservative review of the wear and tear on a case of goods shipped overseas, should, we think, bring home the difference there is in shipping a case of goods on rail in Canada, as compared to overseas.

The packing must be such that your goods are protected through all the rough passage of your case, or cases. Your overseas shipments should arrive at their destination and unpack as sound and clean as when they left your shipping room.

The size and weight of your case, will, or should, depend on the weight of the goods. The case when the export article will permit of same, should never be too large, and above all, there should be no waste room either inside or outside; inside waste room means breakage of goods, and often of case, as well, of course, increased cost in ocean freight charges; and waste space outside the case, by deep battens, again increases the cost of your goods to your overseas customer.

Another essential point is to pack your case in such a way that it makes no difference to the contents whether the case rides top end or bottom end in its overseas journey.

If metal bands are essential, see that they are strong enough and properly placed. We have seen on some shipments from Canada (it has been altered since), on a case weighing 400 pounds contents, two narrow ¼-inch iron bands, within three inches of each end of the case, and the centre of a fairly long case left bare. The centre, of course, was where the support was required, and a real hooping used instead of the kindergarten imitation of same which was used. It may be well to state here that wire or band strapping on apples, in the Canadian standard box, must be near end, about 2½ inches to 3 inches from the end. The centre band on an apple box usually helps to spoil contents at bulge.

The best of wood should be used for packing cases, and when possible in fairly narrow strips of tongued and grooved boards.

For shipments through tropical seas, or to tropical or semi-tropical countries—and in the latter category, for some months each year, South Africa may be placed on this list—provision must be made to protect contents against extra heat and moisture. It will be according to the class of goods used that the decision will be made as to the protection required; waterproof paper is often quite sufficient as a lining to the case, and inside this, next to goods, a good heavy paper wrapping. If for an article such

as chocolates, or any line which required moisture-proof protection, the tin-lined case is the only packing, and it will require great care in seeing that the seams of same are thoroughly soldered.

PILFERING

Stealing from export shipments has been brought to a fine art in the past few years. We have seen cases on inspection before they were opened in the presence of the shipping company's agent and insurance company's representatives, on which not a trace of any kind could be seen to indicate that they had been tampered with in any way, and yet they were empty of goods, although the boxes had been returned, some empty, others filled with bricks or sand to give some semblance of weight to the case.

Proper strapping, sealed at ends, is always helpful in making it difficult for the freight thieves. One of the best safeguards is not to give an indication as to the contents. We have seen cases stamped on all sides as containing a certain brand of boots and shoes, and when opened there was not a pair in the case. Of course, if it is an article which is not usually stolen, or cannot very well be stolen, it is no harm to indicate the article. The "Made in Canada" mark may always be featured and ninety-nine times out of a hundred should be the only other mark than the shipping instructions call for. The port of destination should always be in good big plain letters, and if the instructions indicate that a red bar or spot is the colour of the port, then see that the red bar or spot is painted on, and not as we have seen a red lead pencil mark across the mark or initials of the overseas purchaser. When printing the mark or symbol of your customers on the case or package, see that it is done with a quality of ink that will not rub off, and in a very special way see to it that the Mark is as plain as possible, and correct in every detail.

PACKING FOR SPECIAL LINES

The standard packing on all lines of Canadian foodstuffs are acceptable to the Union.

In hardware, a little more attention should be given to paper wrapping of the separate article; this is a practice which helps to keep retail stocks looking much more neat, and also has the valuable asset of bringing the article to the user in as good a finish as it leaves the factory.

Such lines as utensils—for example, tinware or enamelled ware—should be nested and paper used between each article, to prevent breaking and scratching of surface.

When implements with parts are shipped in the knocked-down-state, careful attention should be given to securing in a proper way the parts, and strict attention in checking over all parts to see that there is no duplication, but that every piece is correct, and of proper gauge.

The checking back of contents in any parcel or case is essential, but in a very special way on any implement, tool or machine, with parts to fit. Remember that the article 8,000 miles away with a missing or misfit part is of no use, and naturally creates an atmosphere which is not helpful to future trade, and in this respect unfortunately makes itself felt on other Canadian lines of export.

INTERNATIONAL TRADE FAIR TO BE HELD IN JAVA

Board of Trade Journal.

The Department of Overseas Trade is informed that the Directors of the Netherlands East Indian Trade Fair Association have decided that the Third Fair at Bandoeng, which will take place in the latter part of September, 1922, shall be international. Plans, application forms and scales of charges may be obtained on application to: The Secretary, Vereeniging Ned. Indische Jaarbeurs, Menadostraat, Bandoeng (Java).

THE GOLD COAST AS A MARKET FOR MANUFACTURED GOODS: DEVELOPMENT DURING 1920

(Bulletin of the Federation of British Industries)

Few, perhaps, realize that the Gold Coast of Africa has an area almost equal in extent to that of the United Kingdom, and at present produces 40 per cent of the world's cocoa supply. Owing largely to the fertility of the soil, its commercial record has been one of ever-increasing prosperity, which reached a climax last year when the high prices commanded by its commodities placed it in a most favourable position in the world's markets.

The future of the Gold Coast will depend almost entirely upon the development of its external trade. As it possesses no manufacturing industries, the colony is dependent upon the export of its raw products to pay for its purchases of manufactured goods. Consequently the greater the volume of overseas trade the more prosperous will it become. Though 1920 cannot be regarded as in any way a typical year, the import and export returns—just issued in a report by the Comptroller of Customs—provide an instructive indication of the trend of trade in more normal times provided the necessary purchasing power is available.

ANALYZING THE IMPORT TRADE

Increases, to some extent in quantity and to a large extent in value, were recorded in almost every item of import. The total figure, £15,152,145, showed an increase of over 90 per cent on the previous year's returns, about £11,000,000 coming under the heading of imports of manufactured goods.

The landed cost prices for 1920 are stated to have been the highest ever recorded in the history of the Colony, the average rise on a list of thirty commodities being 34 per cent. The large spending capacity of the population, in face of these increases, may be accounted for by the high selling prices of the Gold Coast's products—cocoa averaging £80 per ton, a record sum, and showing, despite a decrease in quantity of 51,403 tons compared with 1919, an increased value of £1,777,744.

The abundance of money is reflected in the type of goods imported. Local provisions were to some extent deficient, and, in spite of high prices, imported provisions, such as beef, pork, biscuits, flour, rice, etc., found a ready sale. Considerable sums were expended on purchase from abroad of soap, cigars and cigarettes, wearing apparel—particularly cotton piece goods—beads, perfumery, silk, and other luxury goods, etc.

A general cessation of building and construction work of all kinds during the war naturally led, with the improved shipping facilities available in 1920, to importation of building materials, such as cement and lime, and large quantities were brought into the country both for Government and private use. Lumber was also more readily obtainable, and building took place on a fairly extensive scale. The increased house accommodation thus provided created a market for earthernware, furniture, hardware and cutlery.

Increased importations of galvanized iron sheets, machinery, railway plant and rolling stock, are in some degree attributable to the fulfilment of orders placed during the previous years which had not been executed earlier owing to post-war difficulties. Motor vehicles and cycles show an increase in value, due partly to an extension of the road area in the Colony fit for motor transport and partly to the influence of the cocoa boom.

PURCHASES FROM THE UNITED KINGDOM

The country's requirements were met mainly from the United Kingdom, which appropriated 70·05 per cent of the import trade, as compared with 69·99 per cent in 1913, and was the main source of supply for wearing apparel, cement and lime, provisions, cotton piece goods, galvanized iron sheets, hardware, machinery, railway plant and rolling stock, and motorcycles.

In spite of adverse exchange rates the United States supplied the Colony during 1920 with considerable quantities of manufactured goods which were unprocurable in Great Britain, taking raw products in exchange. Such goods included the great bulk of flour, kerosene, sugar, unmanufactured tobacco, motor cars and lorries, and smaller quantities of hardware, provisions, railway materials, etc. During the year the U.S.A. secured 17·39 per cent of the total trade of the Colony as compared with 3·4 per cent in 1913, being the one country to appreciably increase her trade during the war period.

As against these imports the Gold Coast exported 124,773 tons of cocoa and various quantities of other commodities. The lumber trade is recovering from the effects of the war, and in 1920 there was an increase in exports of 11,188,263 superficial feet as compared with 1919. Seventy-five per cent of the mahogany exports, which form the bulk of the trade, were shipped to the United States and the rest mainly to this country.

The results of depression in the cocoa market during the latter half of the year indicate, as the report points out, that it would be to the advantage and economic stability of the Colony generally if a greater diversity of products were cultivated. The high price of cocoa in 1920 led to the population devoting its energies to the output of this commodity to the detriment of the copra, palm kernel and other industries which might be exploited with advantage.

The important question of transport facilities was touched upon in an interview recently accorded to *The Times* by General Guggisberg, Governor and Commander-in-Chief of the Gold Coast. Water transport was, he said, the first consideration, and by improvements to the harbours at Accra and Tako-radi it was hoped to diminish materially the cost of lighterage, etc. As regards inland transport he was inclined rather to rely upon railways than motor traffic, owing to the expense of the latter and the fact that of 3,000 miles of road only some 700 miles are open all the year round.

VALUE OF ADVERTISING IN THE MARKETS OF THE FAR EAST

M. Malabar, Office of Trade Commissioner, Yokohama

September 27, 1921.—The attention of Canadian manufacturers is drawn by the writer to the value of advertising as a means of pushing their goods in the Far Eastern markets.

The Japanese are an exceedingly artistic nation, and their attention is at once drawn to any advertisement which is such that it appeals to this artistic sense, which is indeed so strongly developed that any industrial product or article which may be brought to their attention in some journal, newspaper, magazine, poster, etc., by well-designed advertisement portraying the product will often be the means of arousing a desire to procure that article without delay. The more widely an article is advertised, the more strongly and urgently does the desire to possess it grow, as the Japanese loves to be considered progressive and "wide-awake."

The manufacturers of the United States—who probably understand advertising better than those of almost any country in the world—owe a great deal of their success in Japan to their genius for advertising. Not only do they produce advertisements which immediately attract the attention of the reader in Japan because of their artistic qualities, but they also see that such advertisements are repeatedly brought before his eyes; and the results fully justify their efforts in this direction.

Our Canadian manufacturers are urged to pay more attention to this means of promoting the sales of their products in the Japanese market. The results will fully justify the expense. The Trade Commissioner will be pleased to render assistance in the way of advice to any manufacturer desiring to advertise in the papers or magazines of Japan. He will be able to give information as to the best channels for each advertisement, will be able when it is necessary to have the same translated into the Japanese language (i.e., where advertisements are both verbal and pictorial), and will personally report on any interest awakened by such means.

TENDERS INVITED

South Africa

Plans and specifications for the supply, delivery and erection in complete working order, at the Rand Water Board's Vereeniging main pumping station, South Africa, of three boilers together with superheaters, mechanical stokers, induced draught plant, feed pumps, steam and feed water meters and all accessories, have been received from Mr. W. J. Egan, Canadian Government Trade Commissioner, Cape Town. Tenders close December 22, 1921. Canadian firms interested in this contract may procure full information by applying to the Director, Commercial Intelligence Service (quoting file No. 23770).

Plans and specifications for the supply, delivery and erection of a weighbridge in the railway siding at the main pumping station of the Rand Water Board at Vereeniging, South Africa, have also been received from Mr. W. J. Egan, Canadian Government Trade Commissioner, Cape Town. The weighbridge must be capable of weighing the largest class of bogie trucks used for the transport of coal on the South African railways. Tenders will be opened at Johannesburg, Monday, December 5, 1921. Canadian firms interested may procure the plans and specifications from the Director, Commercial Intelligence Service, Ottawa (quoting file No. 23770).

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries: " Letters posted in Canada to Central America, with the exception of specially addressed correspondence for British Honduras, are forwarded exclusively via New York. Correspondence for Cuba and South America, with the exception of British Guiana, is also, unless specially endorsed, forwarded via New York. Correspondence for the British West Indies is forwarded both by direct Canadian steamer and via New York whichever route will give the quicker despatch although, of course, letters marked for transmission by particular route will be forwarded in accordance with the superscription."

It is intended to publish in the *Weekly Bulletin* from time to time, for the convenience of Canadian firms, certain of the sailings from United States ports to the ports of the West Indies, Central and South America. The following are those for the remainder of the current month:—

For	*Via*	*October*
Argentina	New York	27
Bermuda	New York	29
Bolivia and Chile	New York	26
Brazil, South	New York	27
British Guiana	New York	29
Colombia	New York	25
Colombia, Cauca Naurino	New Orleans	26
Costa Rica	New York	29
Cuba	New Orleans	29
Curacao	New York	29
Dutch Guiana	New York	29
French Guiana	New York	29
Haiti	New York	28
Honduras	New York	26-28-29
Honduras, British	New Orleans	28
Honduras, Amp. City	New York	26-28-29
Jamaica	New York	25-26-29
Paraguay and Uruguay	New York	27
Turk's Island and Dominican Rep.	New York	26-27
Venezuela	New York	29

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 19, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending October 19; those for the week ending October 12 are also given for the sake of comparison:—

		Parity	Week ending October 12, 1921	Week ending October 19, 1921
Britain.. .. ..£	1.00	$4.86	$4.1432	$4.2896
France. .. ..Fr.	1.	.193	.0798	.0790
Italy.. .. ..Lira	1.	.193	.0436	.0429
Holland .. ..Florin	1.	.402	.3601	.3729
Belgium .. ..Fr.	1.	.193	.0784	.0779
Spain. .. ..Pes.	1.	.193	.1460	.1445
Portugal. .. ..Esc.	1.	1.08	.1103	.1108
Switzerland.. .. ..Fr.	1.	.193	.1999	.2023
Germany. .. ..Mk.	1.	.238	.0088	.0072
Greece. .. ..Dr.	1.	.193	.0457	.0492
Norway.. .. ..Kr.	1.	.268	.1338	.1401
Sweden.. .. ..Kr.	1.	.268	.2559	.2534
Denmark. .. ..Kr.	1.	.268	.2078	.2091
Japan. .. ..Yen	1.	.498	.5232	.5228
India.. .. ..R.	1.	2s.	.3079	.3148
United States.. .. ..$	1.	$1.00	1.0900	1.0950
Argentina .. ..Pes.	1.	.44	.3583	.3517
Brazil. .. ..Mil.	1.	.3245	.1457	.1437
Roumania. .. ..Lei	1.	.193	.0093	.0082
Jamaica. .. ..£	1.	4.86	4.2183	4.2910
Shanghai, China.. ..Tael	1.	.631	.9019	.8814
Batavia, Java.. ..Guilder	1.	.402	.3617	.3695
Singapore, Straits Settlements.. .. ..$	1.	.49		.5037
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.87½–.89½	.88 9/16–.91 9/16
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.) Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

3492. **Cotton textiles, artificial silk, silks, woollens, woollen mixtures, house furnishings, etc.**—A Sydney manufacturers' agent with a full knowledge of the trade is prepared to take up the representation of Canadian manufacturers of the above goods. In connection with the above trade inquiry, the Canadian commercial agent at Sydney has forwarded a very complete description of some of the cotton textiles, etc.,

as specified for in this trade inquiry, which can be consulted by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service (quoting File No. T/C-2-119).

3493. **Trade with Mexico.**—A Britisher, resident over twenty years in the Republic of Mexico, a member of the Central British Chamber of Commerce (Mexico), well posted and informed in trade matters, wishes to correspond with firms and individuals needing reliable information regarding trade possibilities in Mexico. Willing to act as correspondent for British and Canadian trade journals.

3494. **Lumber.**—A responsible British firm in Tokyo desires quotations immediately on Douglas fir squares of the following dimensions: 4 by 4 inches by 10 feet long.

3495. **Lumber.**—One of the biggest Japanese importers of lumber has orders on hand at the present time for Douglas fir, merchantable grade, B.M., as follows:—

(*a*) 500,000 super. feet, 13 to 23 feet long by 12 to 16 inches square.
(*b*) 500,000 super. feet, same length by 18-24 inches square.
(*c*) 1,000,000 super. feet, 24 to 40 feet long by 12-24 inches square.
(*d*) 200,000 super. feet, same length by 18-24 inches square.
(*e*) 1,000,000 super. feet. 10 feet long by 4 inches square.
(*f*) 500,000 super. feet, 13 feet long by 4 inches square.
(*g*) 300,000 super. feet, 13 feet long by 4½ inches square.
(*h*) 500,000 super. feet, 13 feet long by 4½ inches square.

4,500,000 superficial feet in all.

(*a*) to (*d*) different sizes of large squares to be divided equally.

(*e*) to (*h*) surface of small squares to be sawn as smoothly as possible, as these squares are intended for making pillars of Japanest houses, and if possible to measure fully the required size after finish.

Exporters are requested to use the alphabetical sign for each specification when cabling quotations, and the whole order or any part of it may be quoted upon.

3496. **Foodstuffs.**—A broker in Havana, Cuba, representing some American firms—claims to have been established some 15 years in Havana—wants to get into touch with Canadian exporters in the following lines: codfish, potatoes, oats and hay, canned fish, and other similar goods. References.

3497. **Flour.**—An agent in Belfast, Ireland, appears to have extensive connections with the bakers and wholesale flour merchants, and would like to hear from Canadian exporters of flour.

3498. **Electrical accessories.**—A London company who manufacture dynamos and generators, and deal in engineering supplies, are desirous of undertaking the selling in the United Kingdom of Canadian electrical accessories and invite offers from manufacturers interested.

FORTHCOMING FAIRS

British Industries Fair, White City, London, and Castle Bromwich, Aerodrome, Birmingham, February 27 to March 10, 1922.

Manchester Trades Fair and Market—

Toys, Fancy Goods, Cutlery, etc.—
January 2-13, 1922. Apply to:—Provincial Exhibitions, Ltd., 60, Corn Exchange, Fennel street, Manchester.

Chocolate and Sweets—
January 24-February 2, 1922. Apply to:—Provincial Exhibitions, Ltd., 60, Corn Exchange, Fennel street, Manchester.

Bakers' and Confectioners'—
February 14-23, 1922. Apply to:—Provincial Exhibitions, Ltd., 60, Corn Exchange, Fennel street, Manchester.

Grocers' and Allied Trades—
March 7-16, 1922. Apply to:—Provincial Exhibitions, Ltd., 60, Corn Exchange, Fennel street, Manchester.

Ideal Homes Exhibition—
Olympia, March 1-25, 1922. Apply to:—The Organizing Secretary, Ideal Homes Exhibition, 130, Fleet street, London, E.C. 4.

FORTHCOMING FAIRS—*Concluded.*

Lyons Spring Fair—
March 1-15, 1922. Apply to:—31, Budge Row, London, E.C. 4.

Barcelona Samples Fair (International)—
March 15-25. Apply to:—Feria de Barcelona, Plaza Antonio Lopez 15, Barcelona.

Brussels Commercial Fair—
April 3-19. Apply to:—Grand Place, Bruxelles.

French Colonial Exhibition—
Marseilles, April, 1922.

Milan Samples Fair (International)—
April 12-27. Apply to:—Viale Venezia, 20, Milan.

Algiers Exhibition-Fair—
April, 1922.

Trieste Sample Fair (International)—
May, 1922. Apply to:—British Chamber of Commerce, Trieste.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To Liverpool.—*Minnedosa,* Canadian Pacific Steamships, Ltd., Oct. 28; *Canadian Trapper,* Canadian Government Merchant Marine, Oct. 28; *Megantic,* White Star-Dominion Line, Nov. 5; *Metagama,* Canadian Pacific Steamships, Ltd., Nov. 11; *Canadian Commander,* Canadian Government Merchant Marine, Nov. 11; *Oxonian,* Dominion Line, Nov. 12; *Melita,* Canadian Pacific Steamships, Ltd., Nov. 17; *Welland County,* Canada Steamship Lines, Nov. 17; *Canada,* White Star-Dominion Line, Nov. 19; *Canadian Hunter,* Canadian Government Merchant Marine, Nov. 20; *Minnedosa,* Canadian Pacific Steamships, Ltd., Nov. 25.

To London.—*Canadian Navigator,* Canadian Government Merchant Marine, Oct. 28; *Batsford,* Canadian Pacific Steamships, Ltd., Oct. 29; *Venusia,* Anchor-Donaldson Line, Oct. 29; *Grey County,* Canada Steamship Lines, Nov. 2; *Verbania,* Anchor-Donaldson Line, Nov. 5; *Cornish Point,* Furness Line, Nov. 10; *Canadian Rancher,* Canadian Government Merchant Marine, Nov. 11; *Bosworth,* Canadian Pacific Steamships, Ltd., Nov. 12; *Tarantia,* Anchor-Donaldson Line, Nov. 12; *Lisgar County,* Canada Steamship Lines, Nov. 12; *Dunbridge,* Canadian Pacific Steamships, Ltd., Nov. 18; *Vindelia,* Anchor-Donaldson Line, Nov. 19; *Oristano,* Furness Line, Nov. 20; *Canadian Aviator,* Canadian Government Merchant Marine, Nov. 20; *Brant County,* Canada Steamship Lines, Nov. 24; *Vennonia,* Anchor-Donaldson Line, Nov. 26.

To Glasgow.—*Canadian Aviator,* Canadian Government Merchant Marine, Oct. 25; *Bothwell,* Canadian Pacific Steamships, Ltd., Oct. 25; *Gracia,* Anchor-Donaldson Line, Oct. 29; *Tunisian,* Canadian Pacific Steamships, Ltd., Nov. 5; *Saturnia,* Anchor-Donaldson Line, Nov. 5; *Canadian Squatter,* Canadian Government Merchant Marine, Nov. 8; *Cassandra,* Anchor-Donaldson Line, Nov. 19; *Pretorian,* Canadian Pacific Steamships, Ltd., Nov. 22.

To Newcastle-on-Tyne.—*Cairncross,* Thomson Line, Oct. 30; *Cairnvalona,* Thomson Line, Nov. 6; *Scatwell,* Thomson Line, Nov. 13; *Cairnmona,* Thomson Line, Nov. 19; *Cairndhu,* Thomson Line, Nov. 25.

To Avonmouth Dock.—*Bothwell,* Canadian Pacific Steamships, Ltd., Oct. 25; *Lakonia,* Anchor-Donaldson Line, Oct. 29; *Cornishman,* White Star-Dominion Line, Nov. 5; *Orthia,* Anchor-Donaldson Line, Nov. 8; *Oxonian,* Dominion Line, Nov. 12; *Welshman,* Dominion Line, Nov. 19; *Salacia,* Anchor-Donaldson Line, Nov. 19.

To Manchester.—*Manchester Producer,* Manchester Line, Oct. 29.

To Cardiff and Swansea.—*Canadian Runner,* Canadian Government Merchant Marine, Nov. 5.

To Leith.—*Cairncross,* Thomson Line, Oct. 30; *Cairnvalona,* Thomson Line, Nov. 6; *Scatwell,* Thomson Line, Nov. 13; *Cairnmona,* Thomson Line, Nov. 19; *Cairndhu,* Thomson Line, Nov. 25.

To Belfast.—*Lord Londonderry,* Head Line, Oct. 30; *Kenbane Head,* Head Line, Nov. 5; *Melmore Head,* Head Line, Nov. 15.

To Dublin.—*Dunaff Head,* Head Line, Nov. 5; *Ramore Head,* Head Line, Nov. 15.

To Londonderry.—*Melmore Head,* Head Line, Nov. 15.

To Hull.—*Tamaqua,* Furness Line, Oct. 28; *Cornish Point,* Furness Line, Nov. 10; *Oristano,* Furness Line, Nov. 20.

To Cork.—*Ramore Head,* Head Line, Nov. 15.

To Rotterdam and Antwerp.—*West Kebar,* Rogers & Webb Line, Oct. 29.

To Rotterdam and Hamburg.—*West Kebar,* Rogers & Webb Line, Oct. 29; *Ballygally Head,* Head Line, Nov. 15; *Lord Downshire,* Head Line, Nov. 18.

To Havre.—*Lisgar County,* Canada Steamship Lines, Nov. 12.

To Antwerp.—*West Kebar,* Rogers & Webb Line, Oct. 29; *Scandinavian,* Canadian Pacific Steamships, Ltd., Nov. 12; *Corsican,* Canadian Pacific Steamships, Ltd., Nov. 26.

To Danzig.—*Scandinavian,* Canadian Pacific Steamships, Ltd., Nov. 12; *Corsican,* Canadian Pacific Steamships, Ltd., Nov. 26.

To Naples-Trieste.—*Montreal,* Canadian Pacific Steamships, Ltd., Nov. 2.

To Naples-Genoa.—*Caserta,* Canadian Pacific Steamships, Ltd., Dec. 7.

To Rio de Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Hostilius,* Houston Line, Nov. 5.

To Copenhagen-Gothenburg.—*St. Anthony,* Sprague Line, Oct. 25.

To St. John's (Nfld.).—*Canadian Sapper,* Canadian Government Merchant Marine, Oct. 29; *Manoa,* Canada Steamship Lines, Oct. 30; *Canadian Sealer,* Canadian Government Merchant Marine, Nov. 5; *Mapledawn,* Canada Steamship Lines, Nov. 10; *Manoa,* Canada Steamship Lines, Nov. 17; *Canadian Sapper,* Canadian Government Merchant Marine, Nov. 19.

To Barbados, Trinidad, and Demerara.—*Canadian Harvester,* Canadian Government Merchant Marine, Nov. 2; *Canadian Coaster,* Canadian Government Merchant Marine, Nov. 16; *Canadian Beaver,* Canadian Government Merchant Marine, Nov. 20.

To Nassau, Kingston, Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Nov. 8.

To Australia and New Zealand.—*Orari,* New Zealand Shipping Company, Nov. 10; *Canadian Victor,* Canadian Government Merchant Marine, Nov. 20.

To India.—A steamer, Ellerman-Bucknalls Steamship Company, October; *Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To South Africa.—*Bendu,* Elder-Dempster & Co., Oct. 31.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Oct. 29.

From Quebec

To Liverpool.—*Vedic,* White Star-Dominion Line, Oct. 29; *Empress of Britain,* Canadian Pacific Steamships, Ltd., Nov. 1; *Megantic,* White Star-Dominion Line, Nov. 5; *Empress of France,* Canadian Pacific Steamships, Ltd., Nov. 15; *Canada,* White Star-Dominion Line, Nov. 19; *Empress of Britain,* Canadian Pacific Steamships, Ltd., Nov. 26.

From Halifax

To Liverpool.—*Digby,* Furness, Withy & Co., Oct. 29; *Thistlemore,* Furness, Withy & Co., Nov. 5.

To London.—*Northwestern Miller,* Furness, Withy & Co., Oct. 27.

To Manchester.—*Manchester Brigade,* Furness, Withy & Co., Nov. 1.

To Bermuda, British West Indies, and Demerara.—*Chaleur,* Royal Mail Steam Packet, Oct. 25; *Chignecto,* Royal Mail Steam Packet, Nov. 8.

From North Sydney

To St. John's (Nfld.).—*Sable I.*, Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, Nov. 12; *Makura,* Canadian-Australasian Line, Dec. 10.

To Wellington, Lyttleton, Melbourne, Sydney.—*Canadian Transporter,* Canadian Government Merchant Marine, Nov. 5; *Waimarino,* Canadian-Australasian Line, Nov. 14.

To New Zealand-Australia.—*Waikawa,* Canadian-Australasian Line, Nov. 20.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Steamships, Ltd., Nov. 28.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Russia,* Canadian Pacific Steamships, Ltd., Nov. 10; *Empress of Asia,* Canadian Pacific Steamships, Ltd., Dec. 8.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Melville Dollar,* Dollar Line, Oct. 26; *Tyndareus,* Blue Funnel Line, Nov. 4; *M. S. Dollar,* Dollar Line, Nov. 20; *Protesilaus,* Blue Funnel Line, Dec. 4.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To London, Hamburg, Amsterdam, Rotterdam and Antwerp.—*Eemdijk,* Royal Mail Steam Packet Co., early in November.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Talthybius,* Blue Funnel Line, Oct. 28; *Tyndareus,* Blue Funnel Line, Nov. 18.

LABOUR-SAVING VALUE OF THE TRACTOR IN PLOUGHING

A marked feature of the International Tractor Trials held at Shrawardine, near Shrewsbury, England, in September, says the London *Times Trade Supplement,* was the capacity of almost every tractor to cut three furrows in land which taxes the powers of two horses drawing a single-furrow plough to a shallower depth. It was also shown that tractors are of pronounced value in saving labour, for they can be controlled by one man, who at the same time is able by the use of a cord to work the self-lift plough, cultivator or harrow. With special excavators, a tractor can do deep draining beyond the capacity of horses, and it can assist in the improvement of some farmlands and so bring about increased production by deep digging work and subsoiling to 16 inches or 18 inches deep and 12 inches to 14 inches wide.

Belt work for driving stationary machinery and road haulage are other factors which, it was shown, make the tractor valuable to the farmer, especially as the machines now built are thoroughly dependable and easily controlled and operated, with accessible engines using paraffin in the majority of cases, and frames built to stand the heavy duty incidental to agricultural service. Acreage returns revealed how machinery reduces the time occupied on farm work and so lessens the farmer's risks from the weather.

In matters of time, cost, and quality of the work, the meeting proved tractors to be far superior to horse operations. The trials also showed by the number of distinguished colonial and foreign visitors that there is a world-wide interest in power-farming, and when rates of exchange are more normal a big demand for tractors and tractor implements should arise.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

P. Roy. Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

Commercial Intelligence Journal

VOL. XXV. October 31, 1921 No. 926

WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Summary of the Trade of Canada for September
The Tool and Cutlery Import Trade of France
Trade of United Kingdom, January to September
Brazil and Cuba as Markets for Wheat and Flour
Improvement in the Financial Condition of Brazil
Present Financial and Industrial State of Cuba
Imports of British South Africa: January-June
Trade Inquiries for: Foodstuffs (in various lines); Paper Barrels; Straw Boards, and Millboards; etc.

Published by Authority of the Hon. H. H. Stevens
(Minister of Trade and Commerce)

OTTAWA
F. A. ACLAND
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1921

29896—1

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, October 31, 1921 | No. 926

CANADIAN TRADE COMMISSIONER TO CALCUTTA

Mr. H. A. Chisholm, who has been appointed Canadian Government Trade Commissioner in Calcutta, is at present on a business trip in Western Canada. Mr. Chisholm expects to be in Montreal on November 12. Any Canadian firm desirous of getting in touch with him is requested to telephone the Canadian Manufacturers' Association, Montreal (Main 3727).

PREFERENTIAL TARIFFS IN THE BRITISH EMPIRE APPLICABLE TO CANADA: CORRECTIONS

Owing to the transposition of type, the meaning of two passages in the article on British preferential tariffs which appeared in the last issue of the *Weekly Bulletin* was not clear. The two lines at the top of page 678 should have been printed at the bottom of the page. The first of these passages related to the preference for Empire products in the new British Safeguarding of Industries Act and should read: "It happens that the majority of articles made dutiable under the new customs law, relatively speaking are not of great industrial importance to Canada. Most benefit is likely to be derived from the duty imposed on certain chemicals of foreign origin."

The other passage had reference to the new tariffs of the West Indies. With the misplaced lines included, it reads: "Except in the case of the Bahamas certain preferences are specified for alcoholic spirits, wine, beer and ale. In all the colonies the preference on flour was to be not less than one shilling per 196 pounds. In some cases a more substantial preference has been accorded. In this respect British Honduras went furthest, making the preference on wheaten flour when imported direct $1 per 196 pounds."

The item "bricks" in the New Zealand list of articles accorded a preference, should have been qualified so as to read "bricks, known as firebricks."

WEST INDIAN EXPORTERS' LIST

The Foreign Department of the Bank of Montreal, Montreal, have on file a list of exporters in the West Indies who are in good standing and which will be made available to interested Canadian firms on application to that department.

SUMMARY OF THE TRADE OF CANADA FOR SEPTEMBER, 1921

The summary of the trade of Canada for September of this year shows that, as represented in dollars, imports for consumption were valued at $59,721,602, as against $115,121,588 in September, 1920, and $85,506,012 in September, 1919. The imports from the United Kingdom were cut by more than half as compared with the corresponding month last year ($9,135,316 as against $19,646,468), and those from the United States by nearly one-half ($41,402,646 as against $81,166,429). The exports of Canadian produce for the month were valued at $58,263,182, as against $94,389,685 in 1920. The exports to the United Kingdom show an increase as compared with the corresponding period last year: $27,426,967 as against $26,267,849; those to the United States show a great falling off, $21,757,855 as against $48,176,049 in September, 1920. Imports for the twelve months ending September, 1921, were valued at $905,878,556, as against $1,325,779,894 in the twelve months ending September, 1920, and exports at $976,060,660 as against $1,208,919,175. The month's returns show an unfavourable balance of trade of $1,458,420, but for the twelve months ending September the balance of trade is favourable by $70,182,604.

SUMMARY OF THE TRADE OF CANADA: MONTH, SIX MONTHS, AND TWELVE MONTHS ENDING SEPTEMBER, 1921

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of September, 1921			Six Months ending September, 1921			Twelve Months ending September, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
	$	$	$	$	$	$	$	$	$
Imports for Consumption									
Vegetable Products	12,851,923	1,364,749	6,693,640	92,482,663	14,351,958	42,702,081	205,939,957	36,480,780	99,454,577
Animal Products	3,455,819	202,236	2 581,763	20,856,065	1,183,744	16,656,191	45,568,513	2,885,968	34,733,422
Fibres and Textile Products	10,192,318	3,902,068	4,398,218	62,454,025	20,721,989	31,782,839	140,348,352	55,203,748	63,986,723
Wood, Wood Products and Paper	3,125,269	234,421	2,723,946	17,902,792	1,385,108	15,531,604	45,294,989	2,985,566	40,439,862
Iron and its Products	8,125,891	639,010	7,385,754	60,065,033	4,408,336	55,029,196	165,439,295	12,566,795	150,956,378
Non-ferrous Metal Products	2,431,152	183,234	2,061,954	14,456,241	1,141,854	12,295,953	38,441,130	3,876,547	32,128,856
Non-metallic Mineral Products	11,819,520	536,262	10,512,018	72,758,053	3,082,201	63,063,305	180,966,847	6,905,619	162,917,800
Chemicals and Allied Products	1,908,762	252,057	1,461,216	10,756,358	1,457,492	7,836,261	25,463,979	3,940,750	18,245,144
All other Commodities	5,810,948	1,821,279	3,584,137	27,000,135	6,770,561	17,833,750	58,414,994	12,777,662	40,762,916
Total Imports, 1921	59,721,602	9,135,316	41,402,646	378,731,365	54,503,243	262,731,180	905,878,056	137,623,435	643,625,678
1920	115,121,588	19,646,468	81,166,429	713,012,191	130,853,370	475,282,322	1,325,779,894	217,270,658	919,066,657
1919	85,506,012	8,505,862	65,929,684	451,760,420	39,945,343	357,312,983	886,139,956	79,136,740	700,366,335
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
	$	$	$	$	$	$	$	$	$
Exports (Canadian Produce)									
Vegetable Products	21,575,583	15,115,418	2,492,611	128,237,803	72,295,231	23,332,922	449,427,264	158,460,911	133,016,619
Animal Products	13,326,832	8,176,173	3,332,536	70,130,055	40,624,409	21.235,076	160,834,713	81,111,870	60,223,013
Fibres and Textile Products	461,680	68,766	260,187	2,464,115	469,319	1,157,906	10,402,086	1,126,607	4,505,335
Wood, Wood Products and Paper	15,974,941	2,250,242	12,463,701	85,605,811	8,457,015	69,598,498	212,719,888	21,037,075	166,406,057
Iron and its Products	1,199,105	211,588	260,196	11,872,897	1,509,507	2,469,708	47,492,595	8,043,609	8.332,957
Non-ferrous Metal Products	2,508,662	1,395,721	688,757	12,402,951	3,031,286	6,717,337	33,958,295	8,113,481	19,654,467
Non-metallic Mineral Products	1,638,966	25,251	1,166,981	12,147,272	2,928,456	5,774,464	29,575,900	4,308,623	15,217,490
Chemicals and Allied Products	484,180	82,576	242,365	4,236,580	425,064	2,865,767	12,583,664	1,392,777	8,757,264
All other Commodities	1,093,233	101,232	850,521	8,579,647	517,682	6,073,290	19,066,315	1,422,746	12,480,172
Total Exports, 1921	58,263,182	27,426,967	21,757,855	335,677,131	131,257,969	139,224,968	976,060,660	285,017,699	428,593,374
1920	94,389,685	26,267,849	48,176,049	548,780,172	159,085,141	252,954,561	1,208,919,175	375,460,368	512,866,537
1919	104,994,406	44,799,139	40,781,906	579,353,095	272,777,410	204,116,207	1,210,541,387	549,209,181	433,196,845
Exports (Foreign Produce)									
Totals, 1921	1,327,017	99,622	1,034,977	7,218,343	499,834	6,151,523	15,396,622	1,169,078	12,884,818
1920	2,014,059	119,595	1,767,377	13,086,139	714,556	11,645,674	36,807.793	3,703,802	30,273,984
1919	3,124,709	63,183	2,675,557	23,444,957	3,818,235	18,473,624	58,511,284	17,168,902	33,792,946

TOOL AND CUTLERY IMPORT TRADE OF FRANCE

Trade Commissioner Hercule Barré

TOOLS

Paris, October 4, 1921.—All types of tools were formerly imported into France in large quantities from the United States and England and these products have a very high reputation on the market. The United States specialized in precision tools, marking and measuring instruments, hack and circular saws, and England chiefly in gouges, woodworking tools, and files. Just now the tool trade in this country is in a state of great uncertainty. During the war, when orders were executed only after long delays, most of the large retailers here gave orders far in advance of their requirements, and when the Armistice came they found themselves greatly overstocked. Some of the retailers who do business in a big way say they have stocks which will last them two years at the present rate of selling, as business is very slow. Others say that while they wish to do business with Canada, prices must come down first and that they are at present selling off their stocks at from 20-40 per cent loss. This statement seems a little extravagant, as the stocks were presumably bought with the exchange near par and some importations are now being made when the dollar costs about twice as many francs. There has always been some competition from Sweden in the rougher classes of tools such as spanners, and in the last six months there has sprung up a formidable competition from German firms who make copies of all the United States tools which are sold at about half the price. French firms also copy these tools, but their products are as a rule of poor quality; the standard breast drill as made here is an exact copy even to the painting. The customs duty on tools has been largely increased lately, and there seems to be a strong body of opinion here in favour of a mutual modification of tariffs between countries to make trading easier. In spite of all these disadvantages, some importation goes on all the time, in standard lines such as hacksaw blades, circular saws, twist drills, files and gouges of ususual shapes. In other lines it is probable that there will not be much opportunity for some time to come. Most of the business at present is not being done through the large retailers but through agents or commission men, many of whom are doing a good deal of importing in small consignments.

HOUSEHOLD TOOLS

There has not been a large market here for imported household tools, the tools made for this purpose being of the simplest and cheapest variety. For both household and carpenters' work, saws are frequently made in a wooden bow as shown in Fig. 1. The ordinary saw is also sometimes used, but the type illustrated is the favourite. The blades for these are usually of French manufacture and are from 30-160 cms. long, widths according to their use.

CHISELS AND GOUGES

The wood chisels are mostly of quite the ordinary kinds, generally protected by a steel ferrule for use with a mallet. Special gouges, imported for the most part from England, are used in the wood carving and sabot-making industries. The latter is naturally a very widespread industry, but on account of their wearing qualities the sales of these tools are not very large. These gouges for sabot-making are mostly in S shapes for use on concave surfaces. They are generally imported without handles, which are made in France. Chisels for sculptors and stone masons are also often imported from England. French steel is not of good quality, and almost any cutting tool of good wearing material can be imported. Of course, samples must be sent as the customers here are very sceptical.

MEASURING AND MARKING TOOLS

In this class of tools some preference appears to be shown for those of United States manufacture, and the name of some of the well-known toolmakers carries great prestige. French tools of this class are made too roughly and are badly finished; and whilst the initial cost is low, price is not the first consideration. At present the stock of these tools on hand in France is large, and there will not be much chance for large importations for some time to come. The goods made here are of exactly the same pattern as those produced by the American tool makers. Steel rules graduated in centimetres are often imported. Squares are included in this class.

HATCHETS AND AXES

These are made in France, and two of the most popular shapes are shown in Fig. 2 (*a*) for woodsmen and (*b*) for the household. American and English axes are also on the market, and owing to the quality of their steel still find a ready market despite exchange fluctuations. They are sold in spite of the fact that their shape is not liked, and many are probably from war stocks. It is doubtful whether there is much prospect of importing axes for the general trade at present. Foreign steel has a better reputation than the home product, and therefore there will always be a small market among people seeking an article of quality, but they must be of the French shapes or patterns.

HAMMERS

Both the claw hammer (*marteau américain*), much used by packing-case makers, and the engineer's ball pane hammer (*marteau anglais*) are made here, although at the moment there are many imported hammers on sale. The most favourite type here for general use is a square hammer of the type shown in Fig. 3a. Special types are also made for watchmakers, electricians and cabinet-makers. The claw hammer preferred here has the claw flattened as in Fig. 3b. The usual one with claws turned up is not wanted in France.

DRILLS AND BITS

Twist drills are made in France but most of the supply comes from the United States. They are specially made in millimetre sizes. The United States product has a good name, and trade is still being done in spite of the exchange and other difficulties. Wood bits are not much imported, but there are some of English manufacture on the market.

HACKSAWS

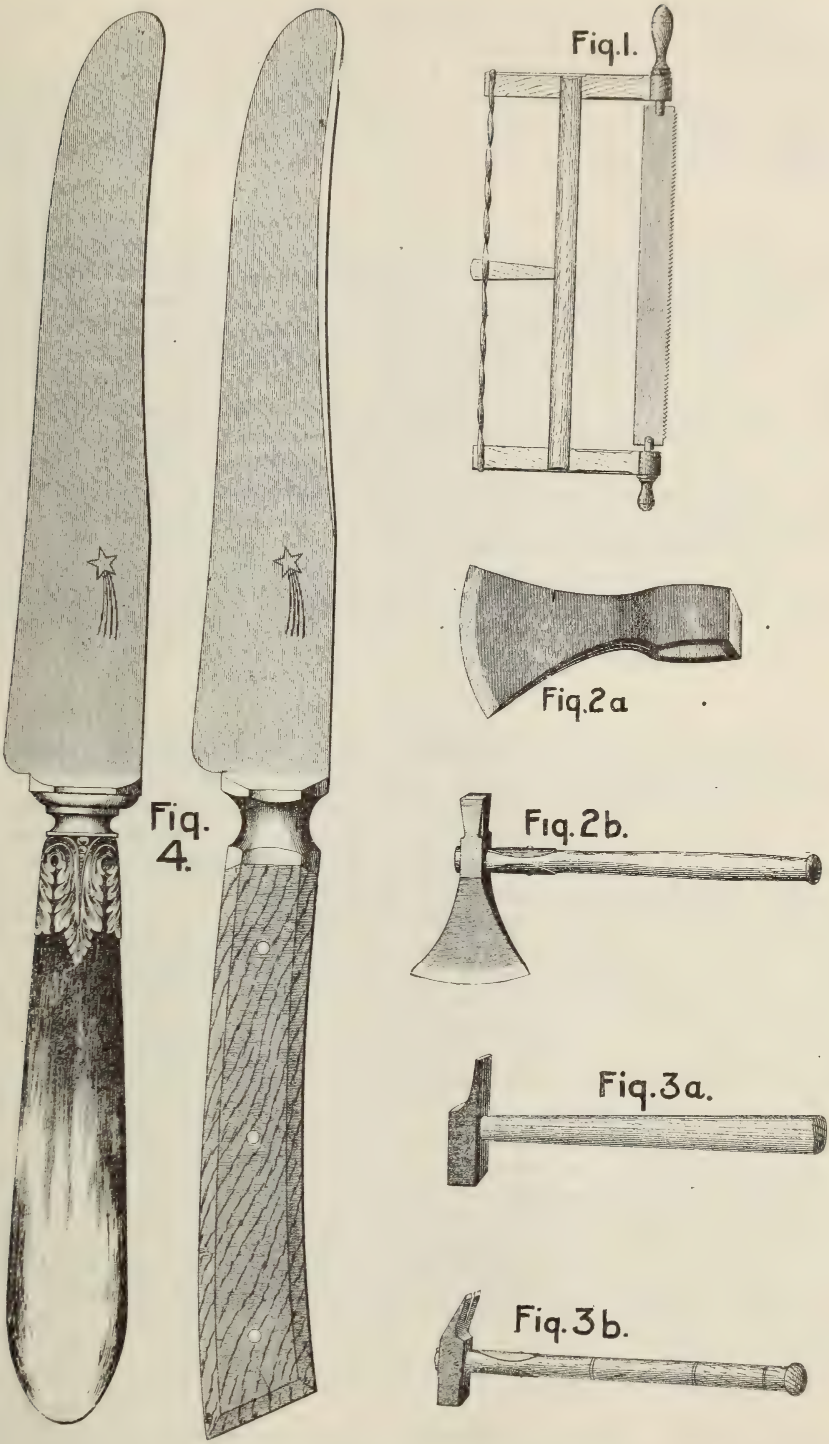
Frames for these are mostly made in France and the blades imported from the United States, although recent importations have been of German origin. The reputation of hacksaw blades manufactured in the United States is so high that in spite of the extremely low prices of the French and German articles, they can still be imported and sold. German blades are reported as of very poor quality.

FILES

These are normally imported in large quantities, and in spite of the war stocks on hand are still being imported. England and the United States share the import trade in files. The French file is badly finished, of inferior steel, and the tempering is not always certain. No matter how stringent financial conditions may be, it seems that files can be imported. They are made in standard sizes and roughnesses. Watchmaking files are made extensively here and are exported.

EMERY CLOTH

Nearly all the emery cloth in use in France is imported, and a very large part of it is manufactured by one large English firm. Their product is better made and lasts longer than that made in France.



Types of Tools and Cutlery in demand in France.

BREAST DRILLS

The small hand-drilling machines in the United States have been copied exactly even to the painting and the way in which the name has been printed. At first sight they look to be similar articles, but on closer examination there is found to be considerable difference in workmanship and in design of the details. The United States make with two speeds sells at a retail price of fr. 50 and the similar French one at fr. 34.

SMALL TOOLS

Most of the smaller lines like screw-drivers, pliers, etc., are manufactured here. Where they are of superior foreign manufacture, they have been copied as in the case of the carpenter's ratchet brace. There is little hope for importations of these articles or for the rougher class of tools at present. The carpenter's ratchet brace is still imported, as it is better than the French product, but the Germans make a very good one also.

Planes are often made in quite ordinary woods or in beech, owing to the scarcity of woods at present here. Articles like levels in wood and squares are also often imported for this reason. The large lumberman's saw for two men is often imported from the United States, as the widespacing of its teeth and its shape make it more efficient, the French saw being simply made with V teeth. The large carpenter's saw is also frequently imported. Fretsaw blades were before the war imported from Germany, and now are much made by German factories in Italy. Wooden boxes of tools for use in the household, and sets of tools in leather for automobiles, are much sold here. Other tools imported from various sources and at present on the market are vices, wrenches, adjustable spanners, pipe wrenches, and tube cutters.

CUTLERY

Before the war a great deal of Sheffield cutlery was imported into France, some of the standard English pattern and some of special patterns for the French trade. The goods which these English firms are selling at present seem to be mostly of the French pattern, but they report that, owing to exchange and the high tariffs on manufactured articles, it is exceedingly difficult to do any business. Some firms, on the other hand, doing business as commission agents report that if the goods are pushed a small amount of business can be done all the time.

The French taste in this, as in most other lines, runs to a rather ornamental article. Knives and forks often have large chased silver or plated handles, and the knive blades are generally rounded and pointed. Types are shown in Fig. 4. In any case, cutlery must be of a rich and showy appearance. Of course the average man wants a cheap as well as a decorative article, so that the import market is mainly restricted to customers who do not consider price very much. Sets of a dozen or more knives and forks in a leather-covered box with plush lining are very much sold here.

There are great differences in the opinions of the various importers here as to future prospects. Many importers here seem to have given up in despair; others are quite optimistic and say that they can certainly make sales if they get support from the exporters, in return for their pushing the goods. The goods must be quoted in francs and payments would be preferably at thirty days; also a case of samples or a small consignment of goods should be sent. Practically all business is done by samples here, for the retailers will not buy from descriptions and illustrations, but must see the goods themselves.

TRADE OF THE UNITED KINGDOM, JANUARY TO SEPTEMBER, 1921

Trade Commissioner Harrison Watson

London, October 12, 1921.—Although it is impossible to chronicle any marked revival in general trade, there appears to be some slight improvement in home business, notably in textiles, in which some little activity is reported, and seasonal demand has similarly affected other branches.

This, taken in conjunction with a continuation in September of the small, but steady, increase in British exports which set in upon the termination of the coal strike, admits of the outlook being fairly described as encouraging, although many adverse problems, both domestic and foreign, still have to be grappled with and solved.

At the moment the Government is endeavouring to find a remedy for the widespread unemployment which still prevails, and at the same time to overcome the financial considerations which have closed important European markets which otherwise by absorbing British goods would provide at least a substantial proportion of the work which would put many British factories into operation again. It is rumoured that the panacea is to be an extension of the present exports credits system, but how far this is commercially practicable is viewed with considerable misgiving. Another suggestion in this direction is the systematic application of the scheme to the Crown colonies and dependencies, so as to enable the undertaking of public works and other important enterprises which, although greatly needed, it has so far been impossible to finance, and thus achieve development which will not only be of vital importance to the particular country but of direct benefit to the British Empire.

WAGES AND HIGH PRICES

High prices still exclude most British goods from other markets, and while there has been a distinct decline in many products, there is a natural unwillingness on the part of workmen to accept the reduced wages which will permit successful competition with other countries, as long as the present inflated cost of food and other necessaries continues.

On this point it seems interesting to reproduce the following extract from a speech made yesterday by the chairman of the United Steel Companies, Limited, of Sheffield, at their annual meeting. This company is one of the important amalgamations which took place after the armistice, and where, as in several cases, the best thought out plans have been frustrated by the unexpected slump which has set in: "The position is terribly handicapped by the cost of production, which is so very much in excess of the cost of our foreign competitors that it is inevitable that trade will not flow to us to the extent necessary to bring the works in this country to anything approaching full operations unless this state of things is remedied. No employer wishes to reduce the wages of the workers for the mere sake of doing so. It is only the necessity of the position which forces it upon him; the worker, of course, resents it, but if he would only realize it his wages need not be greatly reduced. It is well within his powers to increase his output, which would counteract to a substantial extent the lowering of rates of pay which must take place. That there has been so little work during the last six months for the large number of men which the company employs has been a source of great regret to the board. Taken as a whole, the employees of the company are good fellows, led away here and there, it is true, by extremists, but still wishful to do what is right. They have borne their bad time very well; our sympathies are with them, and we shall be only too pleased to see them more fully employed, and whatever the board can do to bring this about will be done, not only in our interests but in theirs."

Similarly the chairman of another important industrial enterprise, Bolckow, Vaughan & Co., Limited, quoted figures to show that the wages cost of a ton of finished

steel in 1913 was 68s. 5d., while in 1920 it had reached 296s. 6d., or four and a quarter times what it was in 1913; while the total cost had increased from 110s. 3d. to 363s. 3d., or three and a quarter times.

While these two illustrations apply to one branch of trade, they fairly represent the position in others, and it is certain that there is a tremendous leeway to be made up.

A further adverse factor is the extraordinary manner in which conditions in Germany have defied all financial and economic theories based upon past experience, because even if German manufacturers are not able to fill all the orders that they are offered and also fail in their delivery obligations, the mere fact of their ability to quote prices which are out of the reach of British and other manufacturers disorganizes markets generally.

FOREIGN TRADE DURING SEPTEMBER

For these reasons, the increase in the value of exports of British products in September of nearly £4,000,000 over August is distinctly hopeful.

According to the Board of Trade returns just issued, the value of imports during September decreased by about £1,500,000 and re-exports fell away by nearly the same amount; the total trade aggregating £150,960,729 in September as against £149,925,126 in August.

A true perspective of the present depressed situation is, however, better obtainable by contrasting the value of British overseas trade of last month with September, 1920, although it must also be taken into consideration that in the interval wholesale prices have dropped by about 43 per cent., the official figures being as follows:—

	September, 1921	September 1920	Decrease	Decrease Per cent
Imports..	£87,118,507	£152,757,136	£65,638,629	42·9
Exports (British)..	55,247,578	117,455,913	62,208,335	52·9
Re-exports..	8,594,644	13,350,608	4,755,964	35·6
Total..	£150,960,729	£283,563,657	£132,602,928	46·6

An unfavouruable feature is the continued shrinkage in the imports of raw materials as denoting industrial inactivity.

STATISTICS FOR THE NINE MONTHS

It has been customary, when the figures for the third quarter of the year become available, to review the results of the nine months' trading, and the official figures with percentage of decreases in valuation, in comparison with 1920, are as follows:—

	Nine months ended September, 1921	Nine months ended September, 1920	Decrease	Decrease Per cent
Imports..	£827,678,470	£1,501,412,239	£673,733,769	44·8
Exports (British)	518,661,311	1,007,278,036	488,616,725	48·5
Re-exports	17,639,668	180,458,482	102,818,814	56·9
Totals..	£1,423,979,449	£2,689,148,757	£1,265,169,308	47·0

Although the figures are a trifle better than for the second quarter alone, and the first half of 1920 witnessed the culmination of high prices, from which there has been a substantial and continual decline during the present year, the fall in British trade has been a terrific one.

TRADE MONTH BY MONTH

As the monthly returns, however, afford a better idea of the progress of affairs, the figures of imports and exports are appended, showing the gradual decline which touched bottom during the coal strike, and the slight, but steady, recovery in exports which has since been experienced:—

1921	Imports	Total exports	Excess of imports over exports
January	£117,050,783	£102,711,213	£14,339,570
February	96,973,711	76,226,034	20,747,677
March	93,741,654	75,696,966	18,044,688
April	89,995,504	68,391,247	21,604,257
May	86,308,308	50,320,254	35,988,054
June	88,182,481	45,235,002	42,947,479
July	80,757,174	52,533,955	28,223,219
August	88,581,040	61,344,086	27,236,954
September	87,118,507	63,842,222	23,276,285
Total	£828,709,162	£596,300,979	£232,408,183

It will be seen that the excess of imports over exports was £232,408,183 in comparison with £316,192,280 for the first nine months of 1920.

CLASSIFIED SUMMARIES OF TRADE FOR THE NINE MONTHS

It also appears advantageous, in continuation of past practice, to reproduce the main divisions of the Board of Trade classification of British overseas trade for the first nine months of this, last year, and 1913.

As regards imports, noticeable features are the greatly increased proportion attributable to foodstuffs in comparison with 1913 and the phenomenal shrinkage in the value of the raw materials brought in this year, which totalled only about one-third of those imported last year. The same period has likewise witnessed a heavy drop in the value of foreign manufactured goods imported.

To turn to exports, the value of British manufactured goods in comparison with last year was almost cut in half, and the coal strike is responsible for a diminution in the value of coal exported from £78,492,476 to £27,856,159.

TABLE OF IMPORTS, EXPORTS AND RE-EXPORTS, ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING FIRST NINE MONTHS

(a) Imports, Value c.i.f.

	1913	1920	1921
Food, drink and tobacco	£214,704,618	£578,932,393	£442,766,490
Raw materials and articles mainly unmanufactured	190,296,334	572,028,598	192,181,171
Articles wholly or mainly manufactured	150,833,769	348,048,738	190,151,152
Animals, not for food	355,286	350,388	262,020
Parcel post, non-dutiable articles	1,576,692	2,052,122	2,317,637
Total	£557,766,699	£1,501,412,239	£827,678,470

(b) Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.

	1913	1920	1921
Food, drink and tobacco	£ 23,239,102	£ 37,650,654	£ 27,219,404
Raw materials and articles mainly unmanufactured	48,726,861	114,346,915	41,708,499
Articles wholly or mainly manufactured	311,217,054	842,518,699	439,879,181
Animals, not for food	1,590,978	3,235,150	2,707,321
Parcel post	5,987,906	9,526,618	7,146,906
Total	£390,761,901	£1,007,278,036	£518,661,311

(c) Exports of Foreign and Colonial Merchandise, Value f.o.b.

	1913	1920	1921
Food, drink and tobacco..	£ 11,697,390	£ 33,256,351	£ 21,808,050
Raw materials and articles mainly unmanufactured..	47,956,008	106,035,140	35,829,597
Articles wholly or mainly manufactured..	22,632,340	41,114,315	19,910,931
Animals, not for food..	78,402	52,676	91,090
Total..	£82,364,140	£180,458,482	£77,639,668

IMPORTS FROM CANADA

In reviewing Canada's contribution to the list of articles of which imports according to country of origin are now available for the nine months, it will be observed that there have been large increases in flour and several other items, and that the activity of the last few months has made up much of the ground lost in the early part of the year.

EXPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM, DURING THE NINE MONTHS ENDED SEPTEMBER 30, 1920 AND 1921

	1920		1921	
	Quantity Cwt.	Value	Quantity Cwt.	Value
1. *Wheat*—				
Total imports	86,653,300	£111,309,649	59,606,608	£55,706,659
United States	29,802,100	44,326,963	25,866,400	24,068,943
Australia..	17,136,700	15,295,475	15,870,500	14,992,328
Argentine Republic	30,768,300	38,247,256	3,837,408	3,346,990
British East Indies	....	....	2,628,700	2,740,995
Canada	8,741,300	13,205,358	8,594,600	7,941,242
2. *Wheat meal and flour*—				
Total imports..	8,359,618	14,937,302	11,869,307	14,998,546
United States	4,983,000	9,191,243	6,002,165	7,405,665
Canada	1,326,900	2,546,850	4,206,625	5,461,397
3. *Barley*—				
Total imports..	7,618,000	9,070,868	9,909,252	7,208,823
United States..	3,949,800	4,905,836	5,302,600	4,232,069
Canada..	1,697,800	1,864,770	2,097,500	1,322,128
4. *Oats*—				
Total imports..	4,518,800	4,251,156	6,961,145	3,760,226
Argentine Republic	3,933,900	3,668,293	2,582,600	1,328,067
United States..	155,200	157,097	408,000	240,824
Canada..	109,600	116,147	3,104,200	1,661,844
5. *Maize*—				
Total imports..	21,659,000	17,982,756	27,801,083	14,719,429
Argentine Republic..	19,906,600	16,389,452	11,699,700	6,189,203
United States..	866,200	842,078	6,017,000	3,185,437
Canada..	300,900	281,127	3,476,700	1,716,045
6 *Bacon*—				
Total imports..	4,175,579	37,195,800	4,511,102	36,131,737
United States	2,601,313	22,744,672	2,064,519	14,053,454
Denmark..	449,022	4,551,318	1,365,600	13,281,649
Canada..	1,084,664	9,552,037	704,402	5,386,553
7. *Hams*—				
Total imports..	254,382	2,326,300	874,596	6,673,634
United States	222,038	2,033,730	796,142	6,098,410
Canada..	21,022	187,281	71,429	520,013
8. *Butter*—				
Total imports..	1,322,371	18,401,342	2,828,078	35,664,146
New Zealand..	259,249	3,584,457	613,708	7,607,621
Denmark..	633,202	8,975,492	929,649	11,542,103
Argentina..	76,388	1,065,630	358,592	4,674,143
Victoria..	72,605	958,626	374,987	5,019,444
New South Wales..	74,284	987,710	191,451	2,482,323
Canada..	25,474	363,895	39,645	489,854
9. *Cheese*—				
Total imports..	2,166,852	16,149,631	2,212,188	14,504,893
New Zealand..	1,011,091	7,413,229	1,208,764	8,281,587
Netherlands..	105,225	663,006	101,145	628,137
Australia..	67,960	497,484	63,689	391,293
Canada	807,005	6,315,919	752,656	4,573,378

EXPORTS OF CERTAIN PRODUCTS INTO THE UNITED KINGDOM, ETC.—*Concluded*

10. *Eggs*—	Gt. Hunds.		Gt. Hunds.	
Total imports	4,736,742	7,379,157	6,613,476	7,043,707
Denmark	2,871,219	4,933,524	3,759,767	4,227,643
Egypt	566,498	597,208	433,630	346,492
Netherlands	34,822	48,462	452,423	515,525
Canada	251,405	438,273	98,915	121,416
11. *Canned Salmon*—	Cwt.		Cwt.	
Total imports	548,110	4,612,425	279,265	2,291,338
United States	242,673	1,946,813	117,560	943,221
Canada	95,831	790,600	85,045	670,903
12. *Canned Lobsters*—				
Total imports	21,148	492,376	28,458	411,882
Newfoundland and Coast of Labrador	1,414	28,703	3,387	38,744
Canada	19,696	463,293	24,656	367,027
13. *Flax Seed (or Linseed)*—	Tons		Tons	
Total imports	21,148	492,376	28,458	411,883
Argentina	152,097	6,341,807	317,189	5,701,353
British East Indies	85,352	3,646,401	27,256	637,338
Canada	2,143	213,540	532	16,662
14. *Paper, Printing, not Coated and Writing Paper in Large Sheets*—	Cwt.		Cwt.	
Total imports	2,544,716	6,642,525	1,932,376	3,605,398
Sweden	407,044	900,899	422,002	751,864
Newfoundland and Coast of Labrador	669,685	2,101,803	435,470	800,028
Norway	505,776	1,252,783	165,061	328,137
Canada	146,328	310,476	5,203	15,671
15. *Paper, Packing and Wrapping, including Tissue Paper*—				
Total imports	3,371,542	9,690,384	948,182	2,174,400
Sweden	1,653,019	4,609,390	376,153	796,995
Norway	804,421	2,352,318	166,169	366,204
Germany	172,408	542,886	108,595	253,615
Belgium	77,215	323,651	56,254	198,504
Canada	103,033	267,372	12,393	28,144
16. *Wood, and Timber, Hewn, Hard, other than Mahogany*—	cub. ft.		cub ft.	
Total imports	2,123,772	1,244,541	1,367,541	610,146
United States	414,193	229,397	249,162	136,120
British East Indies	169,917	169,382	356,845	208,192
Canada	655,423	304,767	113,424	35,508
17. *Wood and Timber, Hewn, Soft*—	loads		loads	
Total imports	182,612	2,185,492	94,737	774,053
United States	65,712	979,917	36,957	368,741
Norway	16,709	187,099	18,477	167,746
Sweden	33,209	355,207	11,652	94,662
Canada	18,437	324,643	1,071	19,378
18. *Wood and Timber, Sawn, Hard, other than Mahogany*—	cub. ft.		cub. ft	
Total imports	10,211,478	6,784,991	5,295,649	2,644,760
United States	4,674,758	2,995,761	2,333,399	1,133,883
British East Indies	2,053,044	2,186,928	431,092	365,694
Canada	2,124,286	691,254	761,911	211,393
19. *Wood and Timber, Sawn, Soft*—	loads		loads	
Total imports	2,899,508	34,699,709	1,029,783	8,070,433
Sweden	1,156,863	13,314,676	337,856	2,711,428
United States	218,801	3,820,590	55,636	737,746
Canada	618,391	7 366,036	126,474	1,202,212
20. *Wood Pulp, Mehanical, Wet*—	tons		tons	
Total imports	390,649	5,589,540	236,154	2,995,745
Norway	246,058	3,012,484	135,768	1,529,233
Canada	56,825	1,114,676	79,676	1,198,440
21. *Animals, Living, for Food*—				
Total imports	......	....	46,048	2,079,123
United States	......	....	29,496	1,334,991
Canada	......	....	16,552	744,132

WEDDEL'S REVIEW OF THE IMPORTED DAIRY PRODUCE TRADE FOR 1920-21

The following excerpts are taken from the twenty-seventh Annual Review of the Imported Dairy Produce Trade for the year ended June 30, 1921, published by W. Weddel & Co., Limited, London, England:—

GENERAL RETROSPECT

The year under review proved to be a "slump year." The poverty of the countries involved in the great war became manifest in the shape of bad trade, financial crises, unemployment, and labour unrest, all culminating in the most extraordinary decline in the values of commodities.

To give an example from the dairy produce trade—Colonial butter between February and May of the present year fell from 336/- per cwt. to 192/- per cwt. Reductions to a similar, and occasionally even greater, extent were experienced all round; and, while naturally most welcome to the general public, caused the greatest possible anxiety to the business interests involved. This collapse in prices was an inevitable reaction from the artificial values established after the war, values which could not possibly be maintained for long in face of the greatly curtailed purchasing power of both individuals and nations.

One delicate matter which had most far-reaching effects was the readjustment of wages to meet the new conditions. This proved to be a source of considerable industrial strife, culminating in the disastrous coal dispute. At one period the country was on the eve of a general strike of workers, but, at the last moment, this was happily averted.

The influence of the foreign exchanges has also been a disturbing factor. Most of these have reached levels outside all previous experience, and were constantly fluctuating in the wildest manner imaginable. The currencies of most European nations are depreciated in various degrees as compared with gold, and inflated by issues of paper, with the result that there is at present no stable international standard of money values in Europe.

In addition to these perplexities, affecting all industries, the dairy produce trade has been burdened during the greater part of the period under review with a considerable amount of Government control.

BUTTER SUPPLIES AND MARKET MOVEMENTS

The principal supplies of butter for the season 1920/1921 were secured by the Government guaranteeing such extreme prices as 280s. per cwt. f.o.b. to New Zealand shippers and 274s. per cwt. f.o.b. to Australian, which, with freight and landing charges, brought the cost up to about 300s. per cwt. landed in the United Kingdom. Large quantities of this butter were ultimately re-sold in this country at prices ranging from 176s. to 200s. per cwt.

Butter has been rigidly controlled by the Government for practically the whole of the trading year. Until 1st April, 1921, it was actually rationed on the basis of 1 to 2 ounces per head of the population. Early in that year the welcome announcement was made that the Ministry of Food would be officially disbanded on April 1. The duties of winding up its commitments were then taken over by the Board of Trade.

The history of the first few weeks of freedom from Government control in the dairy produce trade is of considerable interest.

The position on April 1, 1921, was that the butter trade was nominally freed, although the Government held unsold stocks on spot and afloat amounting to between 50,000 and 60,000 tons, and could, therefore, control the market. There was con-

siderable speculation as to how this large stock would be disposed of. Several schemes were suggested, but it was eventually decided that the Board of Trade would sell the butter ex store to approved first-hand buyers, who were to be at liberty to sell to any customer without restrictions as to quantity, but at fixed prices, and under onerous conditions as to payment, quality and weight. In addition to the large stocks of Government-owned butter, quantities of Danish, Dutch and Argentine had been shipped, so as to be ready for sale in the United Kingdom on the first day of free markets.

In anticipation of decontrol and cheaper prices, April 1 found traders generally bare of supplies, and the immediate result was a great rush of orders for "free" butter, especially Danish. Every shopkeeper in the country wanted this freshly-made butter, after having been compelled for years to handle the Government variety. The cumulative effect of this general demand was to promptly clear up the market for Danish, Dutch and other free butters, despite the large arrivals. Prices for Danish jumped from 256s. to 284s. within one week; but this state of affairs proved only temporary; and once retailers were restocked prices as quickly collapsed, dropping to 190s. within a few weeks.

BUTTER IMPORTS

Imports of butter into the United Kingdom from overseas during the twelve months ending June 30, 1921, were 140,213 tons. This is almost double the quantity imported during any of the previous three years, but it is considerably short of the pre-war figure of about 200,000 tons.

A very satisfactory feature is the greatly increased proportion of Empire-produced butter included in the above figures, the total of such imports for the year under review being 65,886 tons, compared with 30,764 tons last year and 39,830 tons in 1913.

This is a new record, and in view of the uncertainty and changing conditions in foreign producing countries is most gratifying in every way. For the four years before the war the percentage of Empire-produced butter was 23·5 per cent, whereas for the twelve months ending June 30 this year it was practically 47 per cent (46·99 per cent).

Shipments to the United States of America of Colonial and European butters which previously came to Great Britain have continued during the past year, if anything on a larger scale than previously. Attention was drawn to this new trade in our review last year, and the following figures of arrivals of imported butter into the United States for the twelve months ending June, 1921, are of interest:—

From Denmark	10,125 tons
" Holland	647 "
" New Zealand	592 "
" Argentina	1,531 "
" other countries	2,366 "

The unimportance of the quantity shipped from New Zealand to the United States came as a surprise, as the general impression was that a much bigger business had taken place. It is possible that further quantities were imported via Canadian ports. Government "control" has been mainly responsible for the diversion of these large shipments, which the United Kingdom can ill afford to lose. There is, however, but little prospect of the United States continuing to import butter from New Zealand, in view of the tariff of 6 cents per pound recently imposed upon all imported butter.

CHEESE IMPORTS AND PRICES

Throughout the year the consumption of cheese was abnormal, notwithstanding the high price of 1s. 8d. per pound retail, at which it remained for practically the whole period. It is gratifying to notice that the proportion of British Empire-

produced cheese to the total import continues to increase. Practically the whole of the imports of cheese into the United Kingdom were produced within the Empire.

The arrivals from New Zealand head the list with 68,512 tons, and although this is barely such a large quantity as last year, it is about double the pre-war quantity received from that country. From Canada we received 55,134 tons.

The visible supply at the commencement of June, 1920, was very large, in fact, larger than at almost any previous date in the history of the trade; and yet within twelve months the whole quantity had gone into consumption. It must not be forgotten that the New Zealand make for 1920/1921 was arriving regularly during that period, while at the same time the Government's stock of 1919/1920 cheese was still being marketed. This would tend to show that cheese, as one of the staple articles of food, is as popular as ever. Indeed, it would seem as if the public were more and more realizing that cheese is one of the most economical, as it is one of the most nutritious, articles of food which they can buy.

It should be stated that during the past season New Zealand did not fully maintain the high reputation which the Dominion had previously earned for its cheese product. The quality was not up to standard, some being loosely made and containing too much moisture, while there were also complaints of poor flavour and bad keeping properties. It is thought right to mention this in the best interests of New Zealand, and it is to be hoped that the representations which have already been made in the proper quarters will have the desired effect before next season.

Due consideration must be given to the difficulties of shipment, involving as these did unusually long intervals between the date of manufacture and the date of arrival here; but the fact remains, that in far too many instances the faults had originated in the factory.

The quality of Canadian cheese was uniformly good, in fact, in the history of the trade it has seldom been excelled.

The bulk of the imported Australian cheese was of Queensland origin. Very serious complaints with regard to the quality, packing and handling of this cheese have been general throughout the trade. It is to be regretted that the quality of Australian cheese should fall so far short of New Zealand, Canadian and other descriptions.

Throughout the greater part of the year under review, spot prices remained steady, imported cheddar cheese being generally within the limits of 145s. to 160s. per cwt.

In April the market began to show signs of weakness, and it became evident that these high prices could no longer be maintained. A number of facts contributed to the changed position, including large late arrivals of New Zealand cheese and an unusually early make of Canadian. The result was a collapse in prices, the like of which it may be safely said has seldom been witnessed in the history of the cheese business.

When the break occurred, white descriptions were nominally around 148s. to 150s. per cwt., with coloured at 162s., and prices ran down quite rapidly until at one stage, about the middle of June, New Zealand touched as low as 90s. per cwt. This naturally caused a sort of panic in Canada, and it looked at one time as if prices of Canadian cheese would rule about 80s. for the June make. In anticipation of this, large quantities of Canadian cheese were sold short during the month of May in the neighbourhood of 85s. to 90s. c.i.f., the general opinion being that the market had lost its stability. It was realized, however, that prices had been allowed to run down too low, and a reaction set in. The commencement of the phenomenal dry weather experienced in the United Kingdom this year, together with heavy speculative buying by a section of the trade, soon put prices on a much higher level. At the close of the year under review the market had recovered to 106s. to 114s. for New Zealand, and 104s. to 110s. for Canadian, with prices tending upwards.

Looking back on the record of the past year, in regard to the prices realized, the conclusion is forced upon one that cheese values, in sympathy with other articles of

food, would seem to have passed their zenith; factories and producers will have to realize that the tendency in the future must necessarily be in the direction of lower levels.

DRIED MILK

During the period under review, the dried milk trade has continued to make progress.

A year ago stocks in the United Kingdom were very heavy, including a considerable proportion of stale quality. There was the inevitable drop in prices, and business proved most unsatisfactory for all concerned. These stocks, however, were practically all cleared in the early part of this year, leaving the market in a healthier condition.

Several factories in England have now taken up the manufacture of dried milk with success, turning out a very good quality powder at prices competitive with the imported article. The principal supplies, however, continue to come from Holland, America, New Zealand and Australia.

Although the production and imports of dried milk increased considerably during the past year, and its utility has become generally established, it is still a young industry with large possibilities. The chief difficulty to be overcome, and which, if dealt with successfully will give a great impetus to the industry, is the production of a full cream dried milk which is entirely soluble in cold water and, at the same time, has good keeping properties.

Skimmed milk powder, owing to the removal of fat, will of course keep for a considerable time, but here again solubility is most essential.

CONDENSED MILK

The consumption in the United Kingdom continues on a large scale. A more popular article of everyday use it would be difficult to find. There is no doubt that condensed milk is fully maintaining the popularity it gained during the war, and its possibilities as a profitable product for the dairy produce factory must always command close attention. In addition to old sources of supply such as the United States, Holland and Switzerland, increasing quantities are now being produced in Denmark, Australia, and also in England.

THE MARKET FOR WHEAT FLOUR IN BRAZIL

Trade Commissioner E. L. McColl

Rio de Janeiro, October 6, 1921.—Brazil imports about 40 per cent of the wheat flour consumed in the country. The remaining 60 per cent is produced by national mills, some fourteen in number, from wheat imported from Argentina. There is no wheat grown in Brazil except in the most southern portion, which is said to produce about 5 per cent of the requirements of the country. The amount of wheat which comes from the United States when no export restrictions exist in Argentina is negligible.

The returns for the first six months of 1921 have not been included as they are misleading, the market for northern flour being from June to January; those for 1919 and 1920 only are given.

Wheat statistics have been shown, because they are so closely associated with flour, and also the figures for national manufacture of flour have been arrived at by taking 70 per cent of the imports of wheat together with an estimate of national wheat production. The only place that Canada appears in the returns either for wheat or flour is in the wheat imports of 1916, when 4,908 tons of wheat of 1,000 kilos were imported.

IMPORTS OF WHEAT FLOUR INTO BRAZIL IN TONS OF 1,000 KILOS.

Country of Origin	1919	1920
Argentina	177,543	51,347
United States	26,103	55,581
Paraguay	511	304
Uruguay	12,175	2,137
Other countries	1	10
Total	216,333	109,379
National manufacture	228,714	207,536
Total consumption	444,047	316,915

IMPORTS OF WHEAT INTO BRAZIL IN TONS OF 1,000 KILOS.

Country of Origin	1919	1920
Argentina	300,423	222,274
Chile	19	....
United States	......	58,285
Other countries	11,292	919
Total	311,734	281,478
Rough estimate of national production of wheat	15,000	15,000
Total wheat for manufacture of flour	326,734	296,474

The flour market of Brazil may be said to be divided into two geographical portions, the territory north of Pernambuco and the territory south of Pernambuco. Over a period of fifteen years the southern portion imported an average of 115,000 tons of flour per year while the northern portion imported only 20,000 tons. In spite of the rebate on duty which the United States enjoys over Argentina, American flour exporters were only able to obtain 18 per cent of the imports into the southern section, whereas they controlled 92 per cent of the imports into the northern region. The geographical position of the two exporting countries, in relation to the market, is responsible for this situation. If the United States did not receive a preferential rebate of the duty on flour, it is probable that American millers would be no more able to place flour into the southern portion in competition with Argentina than American wheat, on which there is no rebate, can be exported there. The United States has been able to obtain an average of 25 per cent of the flour imports into Brazil. If Canadian millers adjust their prices so as to overcome the preferential rebate on duties which American millers enjoy there is no reason why they cannot obtain a share of this amount.

British capital to the extent of some £760,000 is invested in the local milling industry and is under British management. The most modern machinery and methods are employed and the flour produced seems to satisfy the general public. The writer made inquiries at several stores and bakers and found that, generally speaking, it was the price that ruled as both domestic and imported flours averaged the same in quality. There were, however, some consumers who favoured the northern flour while others preferred the national. No Canadian flour could be found. Ninety per cent of the flour is used by bakers.

In examining the duty on flour we must again bring into the discussion the question of wheat. It has been shown that the national miller must import, generally speaking, all the wheat which he requires. There is a duty on wheat of $10 per ton of 1,000 kilos. Wheat produces 70 per cent of its weight of flour. The local miller therefore pays the equivalent of a duty of 14$290. This, however, is payable 45 per cent paper and 55 per cent gold. At eight milreis to one American dollar, which was an average rate for September, the gold milreis is to the paper milreis as 4·4 to 1. The 14$290 therefore becomes 41$014 or $5.13 duty American funds per ton of flour

manufactured. The duty on foreign flour is 25$000 per ton. By the same process of calculation these 25$000 become 71$750 or $8.97 American funds. The United States, however, enjoys a rebate of 30 per cent or $2.69. The duties per ton of 1,000 kilos. required to be paid on flour are therefore as follows:—

By the national miller	$5.13	American funds	Port and other taxes amount to about $2.50 additional.
By the United States miller	$6.28	"	
By Canadian miller	$8.97	"	

A freight ship takes a week to make the trip from Buenos Aires to Rio de Janeiro, and three weeks from a Canadian port. Canadian millers therefore have against them in their competition with national flour a margin of two weeks transportation at sea and a difference in duty of $3.84 per ton. In the northern section of Brazil transportation costs becomes more equally divided.

From the above outline it will be seen that the Southern section of Brazil, which consumes 80 per cent of its imported flour, will only buy from the United States or Canada when Argentina cannot supply the demand or is restricted from exporting. The largest mills in Rio de Janeiro at times may become large buyers of northern flour when their wheat supply has been shut off, as at times happens.

Flour is imported in strong drill sacks containing 44 kilos. of flour. If quotations are made in Canadian funds, and they are preferred in that currency, Canadian funds must be mentioned in cables and quotations must also be c.i.f. Cable quotations for the first week in October were $4.30 American funds per 44 kilos. bag, c.i.f. Rio de Janeiro. Offers were $4.20. As local mills give thirty days' time, it is natural that importers should expect liberal terms for foreign purchases. Sixty days sight are the terms generally requested by importers. Flour is very carefully handled at the port of Rio de Janeiro by electric cranes, and is immediately taken to warehouses for storage.

The Government is doing all it can to encourage the raising of wheat in the south as such tremendous importation is a potent factor in the balance of trade. This policy is, however, not meeting with marked success.

TASMANIAN SLEEPERS FOR CHINA

In addition to the large trade which is being done in Tasmanian hardwood with New Zealand and Australia, orders have recently been received for sleepers for China and selected Tasmanian oak for London, writes a Hobart correspondent in the London *Times Trade Supplement.* The former is a preliminary order for 60,000 sleepers. Oregon pine sleepers, it is stated, have been largely used in China hitherto, but are subject to dry rot and have a comparatively short life. Tasmanian sleepers, it is thought, are likely to give greater satisfaction. If so, large orders will come to Tasmania. The order from London is for three-quarters of a million feet. Japanese vessels are to carry the sleepers to China.

STAMPING OF PASSPORTS TO MEXICO

The Consul for the Republic of Mexico at Toronto writes under date of October 20, 1921, that he has been instructed by the Government to inform persons wishing to go to Mexico that their passports must be stamped by the Mexican Consulate nearest to their place or residence, and not by the Consulates at the Mexican frontier towns. The Consulates in Canada are at Toronto, Montreal and Vancouver. The charge for stamping a passport is ten dollars, United States funds, or the equivalent in Canadian money. Two photographs must be sent with passports.

CUBA LIKES CANADIAN FLOURS

Trade Commissioner G. R. Stevens

Havana, October 15, 1921.—In the face of a constantly growing demand, Canadian millers have been lethargic in considering the flour requirements of Cuba. From time to time Canadian flours have appeared in the island, but largely on New York consignment, and no attempt was made to establish a permanent market. The Cuban distributors generally learned that Canadian flour had come amongst them, when protests regarding the working of the flour began to come in from their customers. The bakers were the first to detect a difference in quality between United States and Canadian blends, and from the first they were never entirely critical of Canadian offerings; however, rather than to be liable to changes, the flour distributors generally specified American flours in their future orders. Nevertheless, the worth of Canadian flours has been realized in Cuba for some time, and an excellent opportunity exists for a share of the island's trade, which is growing steadily in the face of the improved standard of living and the consequent increased appetite for white bread.

The former imports of corn flour have largely died away, partly because of the competition of local mills, but more largely because of the changing tastes of a people with money to indulge such tastes. All wheat flour is imported into Cuba, and the imports for the latest four-year period for which figures are available are as follows:

	1915-16		1916-17	
	Sacks	Value	Sacks	Value
United States	1,154,119	$6,266,627	993,190	$7,961,132
Canada	1	4	......	......

	1918 (Half year only)		1919 (Half year only)	
	Sacks	Value	Sacks	Value
United States	212,361	$2,457,817	516,670	$6,336,684
Canada	2	25	26,086	336,008

There are no figures available upon the present consumption, but a conservative estimate of the Cuban demand would be in the neighbourhood of one million sacks yearly. Of this amount, Havana would consume about one-quarter, and the remainder would be distributed from this port.

FLOUR MARKET CONDITIONS

The Cuban baker, who is the ultimate purchaser rather than the householder, demands a strong flour with a high gluten content, and his preference for the Canadian blends is based upon this quality. Next to the strength, the price is the matter of importance, and herein lies an excellent opportunity for Canadian millers. In competition with American flours, the carriage to date has been practically identical for both nations, as all flour comes by rail to the Gulf ports. The United States miller has a preference of about 36 cents per sack of 203 pounds under the Cuba-United States reciprocity agreement. (The exact duty is $1.30 general rate and 91 cents preferential rate, per 100 kilos, or roughly per 220 pounds.) But, with the market price of flour at from $8.25 to $9 per sack, the Canadian miller has an exchange advantage over his American competitor of between 80 and 85 cents per sack. This advantage could very easily be made the determining factor in sales, as indeed one Canadian flour exporter is doing successfully in Havana at present. Last year Canadian millers were demanding a price equivalent to American funds, which, with carriage charges added, shut them effectively from the market. The change of attitude this year is resulting in some very nice business for the Canadian firms who have pioneered the field, and the opportunity is open for others.

The majority of flour sales are handled by brokers in Cuba, and these brokers seldom have any warehouse space of their own. As a result, they send orders forward as they require deliveries, and they generally have a standing order for minimum weekly requirements. If they are unable to dispose of their stocks on landing, they are subject to a ruinous warehouse charge of about 30 cents per sack for any period under a month. Thus the flour merchants must have regular deliveries since they do not keep any stock on hand whatsoever. This fact has militated against cheap deliveries by the water route, since the crux of selling flour in Cuba is regular supply, and the merchants cannot afford to take a chance upon delayed sailings. Present shipments come almost entirely by rail to Mobile, Alabama, and thence to Havana by the Munson Line, who maintain weekly sailings with the regularity of a ferry service. It is believed that in the near future warehouse charges will be forced down to a more reasonable figure, and the merchants will be able to consider larger and less frequent deliveries; but until then, Canadian exporters must plan to send their flour by the long rail route, as the consignees will not risk fatal delays in delivery.

BREAK IN PRICES

The break in flour prices can be considered to be virtually completed. Last year's peak price was around $13.50 per sack of 203 pounds, and present offerings of the same quality are between $8.50 and $9. If any Canadian miller can place his flour here at the above figure in United States funds, or can improve on this price slightly, there should be every prospect for good business. (It is not suggested that quotations should be in other than Canadian funds, but the above quotation is given as the maximum at which business could be obtained. All quotations should be c.i.f. Havana, and Canadian exporters should point out with each quotation that the buying power of the United States dollar in Canada is at least 10 per cent better than in its native habitat.)

American flour sales in Cuba are fairly well distributed over a number of mills, and while one should never forecast, there would appear to be little likelihood of any price-cutting if Canadian flours should appear in force. In the interests of cheap transportation, however, Canadian millers might well co-operate in an effort to make deliveries by the direct water route, rather than through the long haul to the Gulf ports. This might be done by an export combination that would make arrangements for joint warehouse space in Havana. The haul to Mobile is a severe addition to landed costs in Cuba, and if it could be obviated the Canadian millers would be at a very considerable advantage. Unfortunately direct sailings from Canada have been very unsatisfactory in the past, and it is questionable if Havana importers would patronize the direct route until regularity and undamaged deliveries have been proven. To-day Canada's codfish and potatoes, representing freight earnings worth many thousands of dollars yearly, are almost completely shipped via Boston, simply because the regularity of that service is guaranteed.

SUGGESTED EXPORT COMBINATION

While Canadian millers might combine to lower transportation charges, the actual representation of Canadian flours should be in the hands of local agents with established entrees to the baking trade. Flour distribution is rather an intimate business, and loss of touch with the immediate consumer destroys the market. Indeed, the preliminary step to the introduction of any flour would be to ensure access to the bakers who have not yet made irrevocable selections of flour blends. A number of American millers have consolidated their position by supplying special brands to individual customers, and many of the more prominent bakers receive their flour under their own peculiar trade mark. This is exceptionally good tactics, as such customers will never be lost as long as the quality of the flour is uniform, and

the millers in the end receive ample returns for their additional outlay and trouble. It should likewise be remembered that rapid distribution of shipments reduce losses in a tropical climate. One or two Canadian shipments in the past did not stand up to the climate, being held in transit, and the effect of these avoidable failures are still apparent. However, if the Canadian millers will take the trouble to study the Cuban market from all angles, there is not the slightest doubt that valuable business will accrue to them, as the quality of Canadian flour and the exchange advantage will more than offset the American advantages of tariff preference and slightly lesser carriage charges.

CUBA IS TURNING THE CORNER

Trade Commissioner G. R. Stevens

Havana, October 17, 1921.—Groups of bankers come and go, and the newspapers are rich in anticipations, but there is little real indication of an improvement in the sugar outlook in Cuba. When superfluities are shorn away, the fact remains that there are 1,700,000 tons, or about 45 per cent of last year's output, which are still unsold, and which probably will remain unsold for some time. The test of endurance between Cuban producer and foreign refiner continues, and since Cuba only controls about one-third of the world's exportable sugar, it is difficult to see any but a disastrous ending for the local producers. The Sugar Commission, which handles all export sales in Cuba, announce their prices in time to allow the rest of the world to undercut them, and there is every advantage in the refiners resisting Cuban controlled prices, and hoping for the great day when the break will come, and all the huge volume of controlled sugar will be thrown on the market for what it can command. While such a day will be a disastrous one for the Cuban producers, it will be the first step towards a normal adjustment, and it is undoubtedly the only manner in which the historic boom of 1920 may be finally liquidated.

In the meantime, importers are sitting tight and are accepting what they can get for stocks which were purchased in the days when price was no object. It is probable that the large wholesalers and brokers are fairly "out from under" now, and that the onus of liquidation rests with the retailers who are naturally slow in accepting their losses.

In lines of staples, there undoubtedly has been an improvement in the last few months. In so far as foodstuffs and produce are concerned, the movement has been steadily upwards. The produce importers are usually pressed for warehousing accommodation, and they only order according to immediate needs. This ensures a reasonably fluent market. From a survey of the "Lonja," the Havana Produce Exchange, business would appear to be brisk, with assured demands. A large number of importers state that their supplies are coming forward regularly and in quantities commensurate with normal requirements.

In building trades, business is not so slack as might be expected. Few lumber movements are reported, although this is one of the best months in the year, but there are exceptionally heavy and high-priced stocks available in Cuba. The firms handling southern pine and native woods are doing a certain amount of business, and are assisted by liquidating prices which are far below cost. British Columbia spruce is a drug at the moment: little improvement can be expected until the fall of 1922. It is believed that a greater bulk of business will materialize later in the year. In cements, the demand is only fractional, but there are quantities being placed, including a few Canadian shipments. There is a limited amount of trade offering in asphalt, which will undoubtedly be secured by the local mines, whose product is very high-class. The country is well stocked with building plasters, but these likewise are moving fairly steadily. There is little demand for structural steel, and hardware is not particularly active.

In machinery, the word is to wait. The installations of last year were exceptionally heavy, and they were based in great part upon ten-cent sugar, which of course, is now in the limbo of forgotten things. Motor vehicles share the machinery depression, since the number of cars purchased last year and in the prosperous war period was astounding. Labour-saving machinery will hardly be stimulated in the face of the present widespread unemployment. A large body of floating labour is obtainable to-day which will work gladly for its board. Machinery as a whole will never be assured of a fair field again until the sugar is cleared away and the financial situation is stabilized. It will be one of the latest classes of commodities to resume health in this island.

A glut is threatened in textiles, and this market is very unsteady. A number of the banks hold large consignments which they took over for self-protection, and they are threatening to unload these supplies for what they can get for them. A movement in piece-goods and personal furnishings will probably be made in the near future, and the situation will be very chaotic until the present holdings are dispersed.

In summation: food products and produce are fairly normal, and demands are good. Construction materials and the general run of building supplies are improving. In textiles and machinery, further developments must occur before the market will be safe. In the wide range of miscellaneous products, the consignee is the crux of the selling problem. In spite of the debacle of the banks (largely due to moral weakness in the face of stupendous gambling), the business community of Cuba is sound and reliable. The camp followers of the pyramiding period are being swept away, but one still must be very sure of one's inquiries. However, the solid businesses have been injured to a surprisingly limited extent, and the first care of Canadian exporters in selling to Cuba during the ensuing year should be the choice of well-established agents, and unfailing requests for confidential bank reports before commitments are made. If these precautions are observed, there is satisfactory and profitable business to be done in Cuba.

SLIGHT IMPROVEMENT IN THE FINANCIAL AND MARKET CONDITIONS IN BRAZIL

Trade Commissioner E. L. McColl

Rio de Janeiro, October 2, 1921.—Exchange was more or less firm throughout the month of September commencing on the 1st at 8$340 and ending on the 30th at 7$940 to the American dollar. This shows a slight improvement over the previous month when the best rate reached was 8$205. Further slight improvement is expected for next month.

Exports show a favourable balance over imports for the month of August of some $2,000,000. This is a great improvement when compared with the adverse balance of $6,000,000 of last May. Imports are still falling off, in spite of the fact that there are necessities which cannot be dispensed with, such for example as flour, of which Brazil consumes three hundred thousand tons per year while not producing 5 per cent of her wheat requirements.

The coffee market is firm but dull. The chief movement is for Europe, but the largest buyer is still the Brazilian Government. Owing to slight drought not more than an average crop is expected. There has been a slight improvement in rubber and cotton prices.

German competition in the steel market is the present topic of conversation in business circles. During the last week in September a German firm successfully tendered for twelve thousand tons of rails, accessories included, for government railways.

The quotations per ton were:—

	£	s.	d.	
German	8	15	0	c.i.f. Rio de Janeiro
British	10	9	0	" " " "
United States	$41 United States funds			" " " "

A German company also placed an order for 120 tons of 7-gauge telephone wire at one thousand marks per hundred kilos, c.i.f. Rio.

There is another item which may be of interest to steel manufacturers. The British Chamber of Commerce states: "Our notice has been called to certain German steel goods which have lately arrived in this market and which bear labels stating *Guaranteed Sheffield make.*"

GERMAN IMPORTS INTO ARGENTINA

Mr. B. S. Webb, Canadian Trade Commissioner in Buenos Aires, in a communication dated September 16 states that no less than eight steamers arrived at that port between September 1 and September 16, bringing heavy cargoes from Hamburg From the manifests of these steamers he has prepared a list of consignments of paper, pulp, cement, codfish and other commodities which Canadian exporters are particularly interested in, a summary of which is printed below:—

Agricultural machinery	cases	593
Axles	pieces	900
Boiler tubes	bundles and pieces	1,800
Barb wire	rolls	23,730
Calcium carbide	barrels	200
Chains	cases	500
Codfish	cases	330
Cement	barrels	5,060
Constructional iron	pieces	4,000
Newsprint	rolls	3,702
Paint	barrels	208
Paper	cases and bales	1,485
Pianos	number	200
Rails	pieces plus 4,300	170
Refrigerators	number	52
Sewing machines	number	206
Tubing, galv.	bundles	906
Tubing, steel	bundles	2,790
Wallpaper	bales	18
Wire	rolls	21,353
Woodpulp	bales	1,705
Woodworking machinery	cases	42

Amongst the commodities not mentioned in the above list which arrived on these steamers in quantities, are glassware, crockery, chemical products, colours and dyes, electrical material, enamelware, merchant bars, railway material, rubber goods and toys.

RAILROAD FREIGHT REDUCTIONS IN THE UNITED STATES

The Association of Railway Executives in New York City publishes a summary showing freight rate reductions which have been put into effect since the rate increase of last year. In the Eastern Territory, reductions in freight rates have been made as follows:—

	Reductions Per cent
Iron ore	28
Sand, gravel, etc. (road building materials)	18
Rock salt to seaboard	20
Export iron and steel	25
Grain, ex-lake, for export	33
Grain and grain products, domestic, Buffalo, f.o.b.	10
Grain, all-rail, for export, from Chicago	30
Flour, all-rail, for export, from Chicago	29
Grain and grain products, domestic business	13
Lake cargo coal rates—reduction per ton for the season . . Cts.	28

In addition to the above, numerous individual rates have been changed, making reductions on: Alcohol; beets (sugar); brick and clay products; concrete blocks; iron and steel articles; pig iron; scrap iron; billets; soap stock; vegetable oils; petroleum and petroleum products; lumber and mining material; soda and soda products; ground limestone; fruits and vegetables; scrap and waste paper; explosives; canned goods; manure.

$50,000,000 UNITED STATES LOAN TO ARGENTINA

Trade Commissioner B. S. Webb

Buenos Aires, September 30, 1921.—The long-drawn-out negotiations in connection with this loan terminated on the 27th instant in an announcement that a New York banking syndicate had definitely arranged with the representative of the Argentine Government for a $50,000,000 treasury note loan, at 7 per cent to run for two years. It was thought that the realization of this loan would do much to relieve the exchange situation but I have to report that American dollars are still quoted as high as 140 (par 103·64). A writer in the Argentine press expresses the opinion that those who look for an improvement in exchange conditions as a result of the loan are doomed to disappointment. He adds: "It is well known that the loan for us was planned more as a relief for the exchange situation than as an extension of credit as the funds are not required for public works or for urgent necessities; what was desired was permission to draw on New York and other markets to an extent sufficient to normalize exchange conditions. Grave rumours are circulating in banking circles to the effect that the loan will not have the desired effect, private speculators having already drawn on New York for sums approximating to the total of the loan." The following paragraph is taken from the *Buenos Aires Herald*: "The exchange market was weak notwithstanding the much boomed loan, which has every appearance of turning out the worst financial deal the Argentine Republic ever concluded. Its real cost to the country will never be known, because it will never be possible to tell to what extent the export trade of the country has been injured to the profit of speculators in exchange and to the advantage of competing countries. It is already evident that the loan will do next to nothing to stimulate trade between the United States and Argentina, nor will the national finance benefit. The profits of the transaction went into other pockets long ago."

A banker, asked for an opinion by the *Review of the River Plate* regarding the loan, expresses himself in the following terms: "I consider the loan a thoroughly bad business for this country. The Argentine Government merely effects an exchange of creditors. Instead of owing money to the " Banco de la Nacion," which is perfectly capable of carrying the amount, this Government will have incurred a short term obligation to American bankers at a cost of some 8½ per cent per annum, which it will find very difficult to repay at maturity without a considerable loss in exchange. United States exporters and manufacturers seem to be under the impression that a revival of trade between the two countries is likely to result, but there is nothing to warrant such a belief. The small sum of 50 million dollars will doubtless be absorbed in a very short time, after which the price of the American dollar will again depend on the balance of trade. The experience of the Argentine Government in connection with short term loans in the States has not been of a nature to encourage a repetition of such operations."

BIG SOUTH AFRICAN CORN CROP

Consul General Alfred A. Winslow reports from Cape Town, says the *New York Commercial,* that it is estimated that this year's corn crop in South Africa will amount to about 13,000,000 bags of 150 pounds per bag, and that it will be the largest corn crop harvested in this Union for many years. It is also estimated that the consumption of corn in this country is about 9,800,000 bags, thus leaving a surplus for export amounting to 3,200,000 bags.

At present the crop is looking exceptionally well in most parts of the country, save where it has been nipped by frost in some of the highlands. The acreage planted is above normal.

AMERICAN CHAMBER OF COMMERCE IN LONDON AND THE UNITED STATES TARIFF BILL

The American Chamber of Commerce in London, which was formed and is maintained to foster the interests of American business in and with Great Britain, and through Great Britain with Europe generally, has taken its stand in opposition to the "American valuation" clauses of the proposed new Tariff, says the British *Board of Trade Journal.*

The conclusions reached by the Chamber, in whose deliberations American members alone vote, are based upon the belief that the "American valuation" of imports for the purpose of assessing *ad valorem* duties must inevitably be a handicap and an obstacle to the freest possible exchange of goods, which is not only in the best interests of both countries, but is essential to the restoration of their mutual prosperity.

In the view of the Chamber it will be next to impossible, if the proposals are adopted, for American importers to ascertain the complete cost of purchases made abroad until received in the United States, when further complications would almost certainly arise from long-drawn-out Customs disputes. It is equally difficult to see how foreign shippers will be able to make the c.i.f. or "delivered" quotations which American houses have found it expedient to call for in the past.

TARIFF UNCERTAINTY IN SPAIN

Several British firms trading with Spain have recently shown uneasiness at the apparent inactivity of their agents in the Spanish market. The Commercial Secretary to H. M. Embassy in Madrid, writing to the Department, states that this supposed "inactivity" may be easily explained up to a point by the two obvious factors which are at present combining to restrict the Spanish import trade, namely, the general depression and the high import duties. The general depression has been accentuated by the failure of the Bank of Barcelona and indirectly by military events in Morocco. Another obstacle is the restriction of credit owing to the necessitous condition of the Government. Most of the Treasury Bonds issued in the past year have been taken up by the banks, who have had some difficulty in putting them on the market, says the *British Board of Trade Journal.*

A still more effective check on orders than any of these three factors exists in the prospect of an early alteration of the import duties, possibly in January next. As they have been already raised once this year they are hardly likely to be further increased, except in certain instances, while it is expected that some may be lowered. Importers are not unnaturally inclined to delay buying, the more so since several of them bought considerable stocks in anticipation of the increase in May last. This applies chiefly to machinery. In the meantime, while the revision of the Tariff is actually taking place, there is no firm basis for making calculations, and until importers can adjust their buying policy on such a firm basis as a fixed tariff will provide—whether at higher or lower rates than at present obtain—it is unlikely that import trade in Spain will show increased liveliness.

ESTIMATED WHEAT CROP OF FRANCE

The French Minister of Agriculture informed the Ministerial Council on September 2 that the wheat crop of France for the current year is estimated at 8,700,000 metric tons, which includes 200,000 tons in Alsace-Lorraine, according to a cable from Consul General Thackara, at Paris, in *United States Commerce Reports.* The average crop per year, from 1908 to 1913, has been 8,644,000 tons, Alsace-Lorraine excluded.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING OCTOBER 26, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending October 26; those for the week ending October 19 are also given for the sake of comparison:—

		Parity	Week ending October 19, 1921	Week ending October 26, 1921
Britain.. .. ..£	1.00	$4.86	$4.2896	$4.2870
France.. .. ..Fr.	1.	.193	.0790	.0795
Italy.. .. ..Lira	1.	.193	.0429	.0429
Holland .. ..Florin	1.	.402	.3729	.3713
Belgium .. ..Fr.	1.	.193	.0779	.0780
Spain.. .. ..Pes.	1.	.193	.1445	.1444
Portugal.. .. ..Esc.	1.	1.08	.1108	.1034
Switzerland.. .. .. ..Fr.	1.	.193	.2023	.1975
Germany.. .. ..Mk.	1.	.238	.0072	.0066
Greece.. .. ..Dr.	1.	.193	.0492	.0495
Norway.. .. ..Kr.	1.	.268	.1401	.1436
Sweden.. .. ..Kr.	1.	.268	.2534	.2527
Denmark.. .. ..Kr.	1.	.268	.2091	.2100
Japan.. .. ..Yen	1.	.498	.5228	.5251
India.. .. ..R.	1.	2s.	.3148	.3020
United States.. .. .. ..$	1.	$1.00	1.0950	1.0884
Argentina .. ..Pes.	1.	.44	.3517	.3564
Brazil.. .. ..Mil.	1.	.3245	.1437	.1442
Roumania.. .. ..Lei	1.	.193	.0082	.0081
Shanghai, China.. ..Tael	1.	.631	.8814	.8761
Batavia, Java.. ..Guilder	1.	.402	.3695	.3700
Singapore, Straits Settlements.. .. ..$	1.	.49	.5037	.5034
Jamaica.. .. ..£	1.	4.86	4.2910	4.3074
Barbados.. .. ..$	1.	1.		
British Guiana.. .. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.88 9-16-.91 3-16	.89-.91⅝
St. Kitts.. .. ..$	1.	1.		
St. Lucia.. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

GERMAN TRADE SHIP TO VISIT MEDITERRANEAN PORTS

The Department of Overseas Trade is informed that a German Trade Ship carrying samples is sailing this month for a four months' cruise to the Mediterranean ports. A vigorous propaganda is stated to be already in progress in preparation for the ship's visits to the ports of Southern Europe.

DEVELOPMENT OF BOOT AND SHOE INDUSTRY IN INDIA

In the United Provinces shoe machinery has been installed in one factory to produce 450,000 to 600,000 pairs of army boots a year, and in another factory to manufacture a like number of civilian boots and shoes. In Bengal a factory has been built having an annual output of 375,000 pairs. Machinery has been ordered to equip a factory in Bombay to mannfacture men's and women's shoes, the capacity of which will be 275,000 pairs annually. In Madras and other parts of India similar developments are in progress.

As India exports large quantities of hides and skins, either raw or rough tanned, to be tanned and finished in other countries, it is desired, in the interests of the Indian tanning industry, that leather should be tanned, finished, and utilized in the country of production.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

3499. **Foodstuffs.**—A Belgian firm of commission agents desire to represent Canadian firms exporting grain, oilseeds, feeding stuffs and produce. References.

3500. **Foodstuffs.**—A Belgian firm, importers and buyers of food products, desire offers of macaroni, vermicelli, jams, soups, canned fish, and fruits. References on file.

3501. **Oats.**—An established firm of produce brokers seek a Canadian source for supplies of oats. Will consider purchase up to 30,000 sacks monthly. This firm are members of the Havana Produce Exchange and have been in business for seventeen years.

3502. **Oats.**—An old established broker and agent for Canadian foodstuffs and potato exporters, wishes to get in touch with Canadian shippers of oats. Prepared to transact regular business.

3503. **Paper barrels.**—A London firm is anxious to communicate with a Canadian company, in a position to manufacture paper barrels suitable for use by flour millers.

3504. **Strawboards and millboards, etc.**—A manufacturers' agent in Belfast wishes to obtain a selling agency for a first-class firm manufacturing strawboards and millboards. Can furnish satisfactory trade references.

3505. **General merchandise.**—An Italian firm at Palermo desire to get in touch with Canadian firms interested in exporting to Sicily.

3506. **Trade exchanges.**—A Belgian firm doing general import and export business would be glad to enter into relations with Canadian firm of the same kind with a view of developing exchanges. References.

PAINTS STOCKS CARRIED IN BRITISH MALAYA

Importers of paint in British Malaya carry in stock white lead, white zinc, bright green, bright red, bright yellow, bright blue, gloss, black, red oxide, brown, and ordinary white, according to Trade Commissioner John A. Fowler, in the *United States Commerce Reports*. These are packed in 20-pound iron drums for the Penang trade and in 28-pound iron drums for the trade of Singapore, Kuala Lumpur, and other points. A cheaper quality in the same colours that importers can sell at 3.50 Straits Settlements dollars (about $1.55 United States currency at present exchange) per drum of 20 pounds is also stocked. These paints are ground in oil, the painters doing the mixing themselves. There is no demand for the ordinary paints in 1, 5, or 10-pound tins, though there is a good demand for white enamel in one-fourth pint tins, packed one dozen to the carton.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To Liverpool.—*Megantic,* White Star-Dominion Line, Nov. 5; *Porsanger,* Canada Steamship Lines, Nov. 7; *Hastings County,* Canada Steamship Lines, Nov. 10; *Metagama,* Canadian Pacific Steamships, Ltd., Nov. 11; *Canadian Commander,* Canadian Government Merchant Marine, Nov. 11; *Oxonian,* Dominion Line, Nov. 12; *Melita,* Canadian Pacific Steamships, Ltd., Nov. 17; *Welland County,* Canada Steamship Lines, Nov. 19; *Canada,* White Star-Dominion Line, Nov. 19; *Canadian Hunter,* Canadian Government Merchant Marine, Nov. 20; *Minnedosa,* Canadian Pacific Steamships, Ltd., Nov. 25.

To London.—*Grey County,* Canada Steamship Lines, Nov. 2; *Vitellia,* Anchor-Donaldson Line, Nov. 5; *Hoerda,* Canada Steamship Lines, Nov. 7; *Cornish Point,* Furness Line, Nov. 10; *Canadian Otter,* Canadian Government Merchant Marine, Nov. 11; *Verbania,* Anchor-Donaldson Line, Nov. 11; *Lisgar County,* Canada Steamship Lines, Nov. 19; *Dunbridge,* Canadian Pacific Steamships, Ltd., Nov. 22; *Vindelia,* Anchor-Donaldson Line, Nov. 25; *Brant County,* Canada Steamship Lines, Nov. 26.

To Glasgow.—*Tunisian,* Canadian Pacific Steamships, Ltd., Nov. 5; *Saturnia,* Anchor-Donaldson Line, Nov. 5; *Canadian Squatter,* Canadian Government Merchant Marine, Nov. 8; *Orthia,* Anchor-Donaldson Line, Nov. 8; *Cassandra,* Anchor-Donaldson Line, Nov. 19; *Pretorian,* Canadian Pacific Steamships, Ltd., Nov. 22.

To Newcastle-on-Tyne.—*Cairnvalona,* Thomson Line, Nov. 6; *Scatwell,* Thomson Line, Nov. 11; *Cairndhu,* Thomson Line, Nov. 20.

To Avonmouth Dock.—*Cornishman,* White Star-Dominion Line, Nov. 5; *Orthia,* Anchor-Donaldson Line, Nov. 8; *Oxonian,* Dominion Line, Nov. 12; *Welshman,* Dominion Line, Nov. 19; *Salacia,* Anchor-Donaldson Line, Nov. 25.

To Manchester.—*Manchester Producer,* Manchester Line, Nov. 5.

To Cardiff and Swansea.—*Canadian Trooper,* Canadian Government Merchant Marine, Nov. 16.

To Leith.—*Cairnvalona,* Thomson Line, Nov. 6; *Scatwell,* Thomson Line, Nov. 11; *Cairndhu,* Thomson Line, Nov. 20.

To Belfast.—*Kenbane Head,* Head Line, Nov. 5; *Melmore Head,* Head Line, Nov. 15; *Lord Antrim,* Head Line, Nov. 27.

To Dublin.—*Dunaff Head,* Head Line, Nov. 5; *Ramore Head,* Head Line, Nov. 15; *Lord Antrim,* Head Line, Nov. 27.

To Londonderry.—*Melmore Head,* Head Line, Nov. 15.

To Hull.—*Cornish Point,* Furness Line, Nov. 10.

To Cork.—*Ramore Head,* Head Line, Nov. 15.

To Rotterdam and Hamburg.—A steamer, Rogers & Webb Line, Nov. 15; *Bally gally Head,* Head Line, Nov. 15; *Lord Downshire,* Head Line, Nov. 18.

To Havre.—*Grey County* Canada Steamship Lines, Nov. 2; *Lisgar County,* Canada Steamship Lines, Nov. 19.

To Antwerp.—*Scandinavian,* Canadian Pacific Steamships, Ltd., Nov. 12; *Corsican,* Canadian Pacific Steamships, Ltd., Nov. 26.

To Naples-Genoa.—*Montreal,* Canadian Pacific Steamships, Ltd., Nov. 4; *Caserta,* Canadian Pacific Steamships, Ltd., Dec. 7.

To Rio de Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Harmonides,* Houston Line, Nov. 10.

To St. John's (Nfld.).—*Canadian Sealer,* Canadian Government Merchant Marine, Nov. 5; *Mapledawn,* Canada Steamship Lines, Nov. 10; *Manoa,* Canada Steamship Lines, Nov. 17; *Canadian Sapper,* Canadian Government Merchant Marine, Nov. 19.

To Barbados, Trinidad, and Demerara.—*Canadian Harvester,* Canadian Government Merchant Marine, Nov. 2; *Canadian Coaster,* Canadian Government Merchant Marine, Nov. 16; *Canadian Beaver,* Canadian Government Merchant Marine, Nov. 20.

To Nassau, Kingston, Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Nov. 8.

To Australia and New Zealand.—*Orari,* New Zealand Shipping Company, Nov. 10; *Canadian Victor,* Canadian Government Merchant Marine, Nov. 20.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To South Africa.—*Bendu,* Elder-Dempster & Co., Nov. 10.

From Charlottetown

To Newfoundland.—*Canadian Sapper,* Canadian Government Merchant Marine, Nov. 3; *Canadian Sealer,* Canadian Government Merchant Marine, Nov. 13.

From Quebec

To Liverpool.—*Empress of Britain,* Canadian Pacific Steamships, Ltd., Nov. 1; *Megantic,* White Star-Dominion Line, Nov. 5; *Empress of France,* Canadian Pacific Steamships, Ltd., Nov. 15; *Canada,* White Star-Dominion Line, Nov. 19; *Empress of Britain,* Canadian Pacific Steamships, Ltd., Nov. 26.

From Halifax

To Liverpool.—*Thistlemore,* Furness, Withy & Co., Nov. 5.

To Manchester.—*Manchester Brigade,* Furness, Withy & Co., Nov. 1.

To Bermuda, British West Indies, and Demerara.—*Chaleur,* Royal Mail Steam Packet, Nov. 11.

To Guantanamo, Manzanillo, Santiago (Cuba), and Kingston (Jamaica).—*Caledonia,* Pickford & Black Ltd., about Nov. 5.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black, Ltd., about Nov. 22.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, Nov. 12; *Makura,* Canadian-Australasian Line, Dec. 10.

To Wellington, Lyttleton, Melbourne, Sydney.—*Canadian Transporter,* Canadian Government Merchant Marine, Nov. 8; *Waimarino,* Canadian-Australasian Line, Nov. 14; *Canadian Freighter,* Canadian Government Merchant Marine, Nov. 30.

To New Zealand-Australia.—*Waikawa,* Canadian-Australasian Line, early December; *Waikemo,* Canadian-Australasian Line, middle December.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Steamships, Ltd., Nov. 28; *Canadian Prospector,* Canadian Government Merchant Marine, Nov. 30.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Russia,* Canadian Pacific Steamships, Ltd., Nov. 10; *Empress of Asia,* Canadian Pacific Steamships, Ltd., Dec. 8.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line, Nov. 4; *M. S. Dollar,* Dollar Line, Nov. 20; *Protesilaus,* Blue Funnel Line, Dec. 4.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To London, Hamburg, Amsterdam, Rotterdam and Antwerp.—*Eemdijk,* Royal Mail Steam Packet Co., early in November.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line, Nov. 18.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto. Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

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DEPARTMENT OF TRADE AND COMMERCE

CANADA

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(*Minister of Trade and Commerce*)

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, November 7, 1921** **No. 927**

COMMERCIAL CONCESSIONS IN RUSSIA

Mr. L. D. Wilgress, Canadian Trade Commissioner, on a recent visit to Russia, compiled, with the assistance of the British Commercial Mission in Moscow, a confidential memorandum to the Department of Trade and Commerce, on the principles governing the grant of concessions for industrial and other undertakings in Russia by the Soviet Government. This memorandum is on file at the Department of Trade and Commerce, and the detailed information contained therein will be made available to *bona fide* Canadian firms on application to the Director, Commercial Intelligence Service (quoting file No. 27677).

DEMAND FOR WHEAT AND FLOUR IN CHINA

Mr. J. W. Ross, Canadian Government Trade Commissioner, Shanghai, China, writes under date September 30 in confirmation of his cable of the previous day, which was published in *Weekly Bulletin* No. 923, regarding the demand for wheat and flour in China. Information which he has received from the trade and from the interior of China, go to show that there will be a serious shortage in the wheat crop in that country this year. There will not only be a brisk demand for flour in all the ports of China, but the sixteen or more large flour mills in China may have to import wheat in order to keep them running.

THE HAGUE RULES, 1921, ON BILLS OF LADING

The Hague Rules, 1921, in relation to bills of lading which were unanimously adopted on September 11, 1921, after four days' debate by the Maritime Law Committee of the International Law Association at the conference at the Hague, are on file at the Department of Trade and Commerce, Ottawa, and may be consulted on application to the Director, Commercial Intelligence Service, by interested Canadian firms, quoting file No. 27629.

CERTIFICATES OF ORIGIN FOR BRITISH WEST INDIES

With reference to the article in *Weekly Bulletin* No. 923 (October 10, 1921, page 618) respecting certificates of origin required in the British West Indies for goods to be entered under the preferential tariff, information has since been published in the British *Board of Trade Journal* showing further modifications in the regulations in question. In respect of Trinidad, Bahamas, and the Windward Islands (Grenada, St. Vincent, and St. Lucia), it is announced that a new certificate of origin in conformity with that proposed at an Imperial Customs Conference held in London last March will be adopted. It is stated that Barbados and British Honduras will also probably adopt this certificate. The certificate in question is much simpler than the one which was put into effect after the ratification of the recent Canada-West Indies Trade Agreement. In addition to the relaxations already made and which were outlined in the *Weekly Bulletin* of October 10, it is now stated that the Windward Islands and British Honduras are to exercise discretionary powers as to acceptance of evidence of origin. There have been two different certificates of origin in use, one for manufactured goods and the other for articles regarded as the growth or produce of the exporting country. It is not definitely stated whether both of these certificates will be superseded by the new one. Definite announcement on this matter will be made in the *Weekly Bulletin* on receipt of advice that final action has been taken.

SUMMARY OF RATES OF POSTAGE

Owing to numerous complaints regarding insufficiently prepaid mail matter being posted in Canada for outside destinations—due largely to increases in the rates to certain countries which became effective on October 1—the attention of Canadian firms is specially directed to the summary which is printed below:—

RATES OF POSTAGE FROM 1ST OCTOBER, 1921

Letters

Canada, United States and Mexico, *3 cents for the first ounce; 2 cents for each additional ounce.

Great Britain and all other places within the Empire, *4 cents for the first ounce; 3 cents for each additional ounce.

Other countries, 10 cents for the first ounce; 5 cents for each additional ounce.

Postcards

Canada, Great Britain and all other places within the Empire, United States and Mexico, *2 cents each.

Other countries, 6 cents each.

Canadian Newspapers

Canada, Great Britain and certain other places within the Empire, United States and Mexico, 1 cent per 4 ounces.

Printed Matter

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 2 cents per 2 ounces.

Literature for the Blind

Canada, United States, Mexico and Newfoundland, free.

All other countries, 1 cent per pound.

Commercial Papers

All countries other than Canada, 10 cents for first 10 ounces; 2 cents every additional 2 ounces.

Samples

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 4 cents for first 4 ounces; 2 cents for every additional 2 ounces.

Acknowledgment of Receipt (for Registered Articles Only)

Canada and all other countries, 10 cents if requested at the time of posting of the article; 20 cents if requested after the posting of the article.

*War tax included.

WHEAT, FLAX AND OAT ACREAGES SOWN IN ARGENTINA

The Dominion Bureau of Statistics has received from the Canadian Trade Commissioner at Buenos Aires, Mr. B. S. Webb, a cablegram dated October 27, stating that the following areas are reported as sown for the season of 1921-22: wheat, 13,912,000 acres (14,817,000); flaxseed, 3,880,000 acres (3,483,000); and oats, 2,100,000 acres (2,060,900). The figures within brackets represent the areas sown for 1920-21.

IMPORTANT MARKET IN THE UNITED KINGDOM FOR CANADIAN FLOUR

Trade Commissioner Harrison Watson

London, October 18, 1921.—In view of the fact that Canadian flour has for so many years enjoyed an established reputation in the United Kingdom, and practically all the principal Canadian millers have participated in this trade, and moreover in most cases have maintained agents and representatives in this country, they are so thoroughly conversant with all the features of the trade, it is difficult to add to information which is already generally available.

However, it is obviously desirable that the considerable volume of business in what is one of Canada's greatest natural products, should be still further increased, and in an endeavour to assist, the views of several prominent authorities have been sought, with the object of securing authoritative opinions.

As an illustration of the regard in which Western Canadian flour is held, the reply made by one of the principal importers when consulted as to possible directions in which development could be attempted, was to advise Canadian millers to continue to send all the good quality flour that they could possibly ship.

RELATIVE CONSUMPTION OF HOME-MILLED AND IMPORTED FLOUR

In view of the statement often made that the proportion of home-milled flour consumed in the United Kingdom is increasing—for which the discrimination exercised by transportation companies in granting more favourable rates for the carriage of wheat is largely responsible—it has been thought interesting to secure official statistics bearing on the subject. In this connection the Food Department of the Board of Trade have furnished the following figures, which cover the position for the past twelve years, and show that the assertion is not based upon facts, because the situation has remained unaltered.

It is stated that the figures for the years 1909-1913 are founded on an investigation made by the National Association of Millers, and the statistics for the remaining years have been calculated from returns furnished by controlled millers. Moreover, the years 1909-1913 represent calendar years, but subsequently the cereal year from September 1 to August 31 has been taken.

Year	Delivered from all Mills in United Kingdom	Imported Flour	Exported Flour	Consumption of Flour Annually
	(Sacks of 280 lb. throughout)			
1909-13 (average)	36,381,000	4,260,000	641,000	40,000,000
1917-18	38,066,000	4,052,000	284,000	41,834,000
1918-19	36,681,000	5,304,000	66,000	41,919,000
1919-20	37,085,000	4,135,000	126,000	41,094,000

The statements which follow were obtained from important firms in the flour trade.

QUANTITIES OF FLOUR IMPORTED

The Board of Trade returns of the quantities of flour imported into the United Kingdom, for the years 1917 to 1920, and the countries of consignment, are as under (the figures for 1920 being subject to final revision):—

	1917 Cwt.	1918 Cwt.	1919 Cwt.	1920 Cwt.
China	116,500	929,200	190,700	....
Japan	356,400	136,900	31,200	....
United States	8,041,782	17,963,100	10,274,070	5,837,400
Argentine Republic	16,000	1,200	68,100	184,318
British India	1,200	70,700	....	....
Australia	1,851,900	1,679,100	1,577,000	1,481,200
Canada	3,955,500	5,564,700	5,566,100	2,318,601
Other countries	500	14,700	3,900	2,148,621
Total	14,339,782	26,359,600	17,711,070	11,970,140

QUALITY OF FLOUR IMPORTED

Canadian flour received a great impetus during the war, large quantities being purchased by the British Government.

Of all the imported flours, Canadian Manitoban spring wheat flour is to-day the most popular; its great strength makes it a splendid mixture to use with the white, soft winter wheat flours which the baker obtains from other sources, and it is a significant fact that Manitoban spring wheat flour commands a premium, grade for grade, over all American flours. The principal demand is for a straight run flour, it being a great advantage to be able to sell flour made from one class of wheat, and buyers have confidence in purchasing flour which is known to be made from Manitoba wheat.

The bulk of the business in Canadian flour in London is in Manitoban, and the grade which is most generally used is what is known in the trade as "Export Patent." Ontario winter wheat flour is practically unknown in London, bakers and confectioners preferring to use Australian flour which has greater strength. The bulk of the Ontario winter wheat flour is exported to Scotland and Ireland, where a different system of baking is in force.

QUALITY OF DOMESTIC FLOUR

The flour made by United Kingdom port millers is from a mixture of wheat consisting of all descriptions from the various wheat exporting countries, so that the character of the flour is subject to considerable variation.

The English miller was decontrolled on April 1 of this year, and imported flour is beginning to feel the severe competition of the London miller, who is beginning to regain his pre-war ascendancy in this market, in which connection it must be borne in mind that he has the whole world to draw his wheat from.

ADVANTAGES OF COMPETITORS OVER CANADIAN EXPORTERS

While competitors do not enjoy any great advantage over Canadian millers, the facilities of transport, both by land and water, should be closely supervised to the benefit of Canadian industry.

Upon the other hand, Canadian and other overseas millers are handicapped in their competition with English millers by the great distance intervening between the manufacturer and consumer.

CRITICISMS OF CANADIAN FLOUR

This feature is of sufficient importance to warrant two independent views being quoted:—

(*a*) "The natural preference which Canadian flour enjoys when made entirely from hard Manitoba wheat should be jealously safeguarded. There should be no blending with softer varieties of wheat, and there should be no bleaching of flour, as although this may whiten the flour, yet it loses the natural yellow bloom, besides which the subjecting of the flour to artificial treatment does not add to the keeping properties of the flour."

(*b*) "With respect to the quality of Canadian flour, it has on the whole been satisfactory during the past year. Some complaints have been heard that certain mills' Manitoban products have lacked strength, which would seem to indicate that the millers in question were introducing proportions of Ontario winter wheats into the manufacture of their Manitoban flour."

In the London territory the bulk of imported Manitoban flour is used by bakers. There is little home baking. Ontario winter wheat flour is used in Scotland and Ireland both by the bakers, biscuit manufacturers and householders for griddle cakes and soda scones.

The standard weight in use on the London market is quotations in sacks of 280 pounds, but the goods are shipped to this market in half-sacks of 140 pounds, the sacks being of jute. Ontario winter wheat flour is sometimes imported in jute sacks of 140 pounds, but mostly in cotton sacks of 140 pounds and 98 pounds to Scotland and Ireland.

Quotations are made in sterling per 280 pounds c.i.f. London. There is no import duty on flour.

Seven days' sight draft is customary in the case of seaboard-ocean bill of lading, and sixty days' sight on through bill of lading. In the latter case buyers cannot obtain delivery of the goods until they have been paid for, and therefore the only financial risk which the exporter or shipper faces is a fall in the market, assuming that the buyer fails to live up to his contract.

Recent quotations for Manitoban flour have ranged from 50s. to 60s. per 280 pounds, according to grade.

We are witnessing a steady and heavy fall in prices, and it is quite impossible to predict what the price may be even to-morrow.

There is satisfactory warehousing accommodation along the river Thames, and the facilities afforded by the Port of London authority are fairly good. Importers complain, however, that the rates for landing and rent are excessive.

The representative of important Canadian milling interests expresses the following views on the question of delivery: "There is one important point which occurs to me, and that is the question of 'time of shipment.' Very severe losses have been incurred by the Canadian millers during the past year through their being unable to ship goods from the seaboard within contract time, and on a falling market these goods had to be sold for the Canadian millers' account. It is of the utmost importance that the shipper or exporter makes certain that his goods are loaded on board the ocean steamer within the specified time, otherwise it will be impossible for his agent on this side to get the consumer to take delivery, except at an allowance below the contract price. It is not sufficient for a miller to sell flour and ship it to the seaboard in what he considers time to load the goods on board of ocean vessel. He must endeavour to make a definite contract with the shipping company and follow shipments by rail and lake to the seaboard and bestir himself to see that the shipping company do take the goods *on board;* and as an addition to help business, to cable his correspondents on this side that the goods have gone forward, and name the vessel."

VARYING VIEWS OF GERMAN GOODS IN SOUTH AMERICA

German goods arriving in South American, are by no means always making the impression usually ascribed to them, says the *British Export Gazette.* In some parts of Chile they are regarded not only as of poor quality, but high in price, and complaints have been received from traders to this effect. In other districts, however, they are described as comparatively satisfactory in quality, while in price, owing to exchange advantages, neither British nor American goods can touch them. An instance is provided by steel tubes delivered at Concepcion, Chile. English quotations are 60 per cent higher than the German, and American prices are 20 per cent above the English. Is it to be wondered at if the importer under such circumstances, quality being aqual in all cases, prefers to indent for German goods? Only one consideration prevents him from so doing—the very doubtful prospect of German delivery.

LINEN INDUSTRY IN SCOTLAND AND IRELAND ANXIOUS REGARDING FUTURE SUPPLIES OF FLAX

Trade Commissioner G. B. Johnson

WILL THERE BE A FLAX FAMINE?

Glasgow, October 15, 1921.—The flax spinning and manufacturing industry of Scotland, centring mainly in Dundee, Dunfermline, Kirkcaldy, Arbroath and Aberdeen, is becoming anxious about future supplies of flax fibre. With the exception of Dumfermline, which with Belfast manufactures the lighter and finer qualities of linen, the industry of Scotland produces heavy linen goods such as tarpaulins, railway cover canvas, sail canvas, ducks, bagging and so on. There are about thirty flax spinning and manufacturing mills in Scotland, and also at least two scutching mills. One of the latter produces its own flax at its own doors, and is using for the harvesting one of the new flax-pulling machines (English manufacture) which have recently come on the market. It is stated here that such machines, while now practicable and past the experimental stages, are by no means perfect. An automatic scutcher is also on the market. Flax is pulled, not cut, the reason being that all the weeds would be cut with it, causing endless trouble and deterioration to the fibre in the further stages. The pulling in the past has been done almost entirely by hand—a laborious process—and these machines will, it is stated, revolutionize the growing of flax fibre.

Owing to the period of unexampled depression experienced by almost every industry, the present production of flax products is about one-fifth the capacity of the mills. As an example, one plant of the most modern description and excellent management is only employing about 600 workers as against 2,700 normally.

In the finer linens a slight improvement in business and in prospects is apparent, but this does not extend to the heavy end of the trade, the principal customers of which are shipping and railway companies. So much of the world's shipping is idle and freight business on the railways so much reduced in volume through falling off of trade that tarpaulins, canvas, etc., are in small demand. With a general improvement in trade will come the demand from transportation companies for these goods.

The imports of undressed flax into Scotland and Ireland normally cannot be far short of 90,000 long tons annually. In 1920 the quantity imported was about one-sixth of this. In the present year probably not more than 10 per cent or 11 per cent of the normal quantity has entered the country.

SOURCES OF SUPPLY

Russia was the great source of supply of the world's flax before the war, her production probably being about 462,000 tons, of which 247,000 tons were exported. France and Belgium produced 30,000 tons; Germany and Austria 50,000 tons; Holland 10,000 tons; and Ireland 10,000 tons. Of the Russian exports Scotland took about 50,000 tons, and Ireland 35,000 tons. Russia's production is now of course a mere fraction of what it was, and it is the opinion among the experts that Russia's production of flax will be quite unimportant for at least five years. Pre-war Russia —i.e., old Russia, including Latvia, Esthonia and Lithuania—produced perhaps 80 per cent of the flax consumption of the world. Her exports now are about 10 per cent of normal—say 23,000 to 25,000 tons annually—and are mostly from the fringe of old Russia—from Latvia, Esthonia and Lithuania. The flax exports of these three countries are handled by their respective governments; in the case of the two former, through the agency in London of a well-known firm of fibre brokers of Dundee. As the flax is paid for in sterling in London and payment remains there

to the credit of the government concerned, the business is not hampered by exchange transactions involving the purchase of Esthonian marks at about 1,440 to the £, and Latvian roubles at 1,380 to the £.

Certain small amounts of flax are arriving at Dundee through the Soviet Government of Russia also.

CONSUMPTION IN SCOTLAND AND IRELAND

That Scotland's consumption of the raw material is not small will be realized when it is stated that of the 247,000 tons that Russia used to export, Scotland alone in 1911 took 40,000 tons; in 1912, 48,000 tons; and in 1913, 51,000 tons of flax and tow, while Ireland imported about seven-tenths of this quantity. The heavy branch of the industry, with which Scottish manufacturers are mainly concerned, is of course the great consumer of the raw material, so that the slight improvement in the trade of Belfast and Dumfermline can have no appreciable effect on the flax market.

In 1913 Great Britain and Ireland imported over 102,000 tons of flax fibre, made up principally as follows:—

Russia	over	81,500 tons
Belgium	"	18,000 "
Holland	"	1,600 "
Germany	"	500 "
Other countries	"	400 "

Ireland in the same year produced over 12,000 tons, and it may be assumed therefore that the United Kingdom used about 120,000 tons of flax fibre, of which 85 per cent was imported.

The present consumption of flax keeps the mills going, averaging throughout the whole industry about one-fifth of their capacity, part of the output going into stock. The present available supply of flax would keep them going at about one-third of their capacity, so that the immediate supply of flax exceeds the demand. When the industry improves, however, to the point at which the production of linen reaches one-third the capacity of the mills, then Russia as a supplier of flax being largely out of the market for years to come, the flax spinners and manufacturers will be faced with an alarming shortage of their raw material. There is therefore general alarm at the world's prospective shortage of flax. New sources of supply are being considered and in some cases exploited. For instance, there is now under cultivation about 20,000 acres of flax in British East Africa, at an elevation of 7,000 feet and in a magnificent climate. Most of this acreage is on the Naslim Gishu plateau, probably 100 miles from the railway and 300 miles inland from Mombassa. Although labour is cheap, the cost of growing and getting the flax to market is very high, and specially heavy over the road from the farms to the railway. The cost of transportation is so high that English machinery landed up-country in British East Africa is about double the f.o.b. price in England.

The amount of home-grown flax in Scotland is very small, not more than 4,000 acres being under cultivation. In Canada there were over 20,000 acres sown to flax for fibre in 1919, all in Ontario, and in 1920 the acreage was over 30,000. The yield per acre of fibre was about 240 pounds, and of tow 270 pounds. In Ireland the acreage sown to flax has risen steadily from over 49,000 acres in 1914 to over 143,000 acres in 1918. From the first record in 1847 until 1914 there were violent fluctuations in the acreages of flax in Ireland. The reason is that flax is not an essential part of the rotation of crops. Temporary grass, grain, and green crops are essential to husbandry, as they are necessary either for the cleaning and amelioration of the soil or for the maintenance of stock kept upon it. Flax is not required for either purpose, and the farmer often grows it as a " stolen " crop between two of the staple crops when he has a piece of ground specially suitable for its growth or when prospects of a good price for fibre are attractive.

CANADA AS A SOURCE OF SUPPLY

Mr. J. G. Crawford, chairman of the Linen Industry Research Association, and managing director of the York Street Flax Spinning Company, Belfast, according to an article which appeared in the London *Times Trade Supplement,* and which was reprinted in the *Weekly Bulletin* of July 11, looks to Canada to bring the yield of flax to the pre-war standard. In his opinion neither Holland nor Ireland is suitable from a climatic point of view to maintain the desired standard of seed. Canada, with a climate not dissimilar to that of Russia, seems fitted to become the alternative source of supply.

PRESENT PRICES AND SUPPLIES

Russia's advantage in the past, apart from climate, was cheapness of production. The Russian peasant, with a low standard of living, was satisfied with a moderate return. With undressed flax fibre selling at £50 per long ton c.i.f. United Kingdom, before the war, the Russians evidently found the growing of flax a sufficiently profitable occupation. In March, 1920, with Russia about out of the market, and with an unprecedented demand for flax products, the price rose to no less than about £400. With the collapse of the boom the price fell to £90 and is now from about £115 to £130. A prominent firm in Dundee recently bought 600 tons of undressed flax fibre at £125 for "top mark" c.i.f. Leith or Dundee. Present supplies are in excess of demand, but it seems probable that when business improves to the point at which demand for flax overtakes supply, prices will advance considerably, which may allow a reasonable margin of profit for Canadian growers. It would be well to remember, however, that it would be advantageous for exporters of flax to avoid taking such a toll out of the finished product as would make it a luxury article. While no known vegetable fibre is equal to flax for strength, durability and suitability for the products made from it, a point is soon reached in price at which the consumer flies to substitutes of cotton and hemp.

In 1920, when the price of Russian flax rushed up to close on £400 per ton, trade at once stopped dead and buyers, not being able to afford the price of articles manufactured of flax, immediately looked about for substitutes or went without. The flax trade went stagnant in March, 1920, and was absolutely lifeless for over a year, and it was June, 1921, before manufacturers found even small inquiries coming their way.

When flax became so dear, many spinners commenced to use Italian hemp, both as a substitute and as a mixture. The use of Italian hemp is being continued to some extent, and a fact to be considered in quoting prices for flax is that there are now two crops available in Italy, the 1920 crop having barely been touched.

Another point which must not be overlooked is that flax is a sympathetic fibre to cotton, and as their relative value in the raw state runs pretty much alike, when one runs away beyond its relative value demand turns on the other. To-day American cotton is about 13 pence per pound, while flax is about £120 per long ton, or practically the same price.

The costs of production of flax must therefore be reduced to the lowest possible minimum to allow for a reasonable profit for the grower and a reasonable cost of raw material to the flax spinner, and it must be realized that the price to the spinner cannot be rushed up to high figures when trade revives and scarcity becomes acute without forcing him to resort to substitutes, with a resultant lack of demand for flax fibres.

FINLAND EXPORTING NEWSPRINT TO ARGENTINA

Mr. B. S. Webb, Canadian Trade Commissioner in Buenos Aires, in a communication under date October 5, states that a steamer has at that port arrived from Helsingfors bearing the following cargo: 5,504 rolls of newsprint, 1,720 bales of woodpulp, 1,053 cases of writing paper and 300 bales of cardboard. There were no other items on the manifest.

SLUMP IN SHIPBUILDING IN THE UNITED KINGDOM

Trade Commissioner Harrison Watson

London, October 14, 1921.—The year's shipbuilding statistics were so exhaustively reviewed last August that it suffices to report that *Lloyd's Register* shipbuilding returns for the quarter ended September 30 show that the depression in the industry has become still more acute.

The merchant tonnage nominally returned as under construction in the United Kingdom at the end of September, 1921, amounted to 3,282,972 tons, which in itself represents a reduction of about 250,000 tons from the June quarter. The figures, however, as on that occasion, include a considerable amount of tonnage on which work has been suspended owing to the decline in demand, and a further quantity, the completion of which has been postponed owing to various causes. As the former amounts to 731,000 tons and the latter to 457,000 tons, an amount totalling no less than 1,188,000 tons, or 36 per cent of the whole quantity, must be deducted in order to reach the real result, namely, the reduced total of 2,095,000 tons, a heavy falling off from the 3,731,098 tons which was being actually constructed on September 30, 1920.

Similarly there has been a considerable reduction in the tonnage launched, and although this was only 14,000 tons less than the June quarter, the great falling off is apparent when it is stated that the vessels launched during the same quarter a year ago aggregated 478,361 tons.

To complete the picture, the tonnage commenced during the quarter under review only amounted to 51,343 tons, and similarly, while the diminution from June is comparatively slight, the figures a year ago totalled 519,065 tons.

The depression in shipbuilding is, however, to a certain extent universal. The total merchant tonnage building abroad has fallen to 2,260,006 tons, which includes 375,000 tons of suspended work, mainly in the United States and Italy.

BARREL STAVES FOR THE SCOTTISH FISH CURERS

Trade Commissioner Gordon B. Johnson

Glasgow, October 17, 1921.—The fishing industry of the east coast of Scotland, of which Aberdeen is the centre, is, as all the world knows, a large and famous one. As far as exports are concerned, pickled herrings are by far the principal fish of the trade. No separate figures for Scotland are available, but the extent of the industry in this one branch alone will be realized when it is stated that the exports of cured or salted (pickled) herring alone from the United Kingdom in 1913 were over 8,795,000 hundredweights, or 439,750 long tons, valued at £5,331,000.

The principal consuming countries of pickled herring shipped from Aberdeen were Germany and Russia. By reason of the state of the exchanges with those countries the exports are at present far below pre-war level; in 1919 and 1920 they were less than one-third of the pre-war normal. No improvement in this branch of the trade can be looked for until Russia and Germany have regained their normal external purchasing power through the resumption of stable political and financial conditions and the improvement of their exchanges.

Pickled herring is shipped in barrels, and before the war about 2,500,000 barrels were shipped annually. This would represent about 900 standards of wood of 65 cubic feet per standard. The barrels are made at Aberdeen, Fraserburgh, Peterhead, etc., from staves mainly imported from Sweden. Out of every 1,000 feet of staves 72 barrels are manufactured. The majority of barrel makers do not possess the necessary plant for cutting battens. White spruce is mostly used, as the fish packers find

that this wood retains the pickle much better than other species. The staves used must be air-tight and water-tight, and are sawn, but not dressed. The wooden hoops used mostly all come from Bordeaux, France.

In pre-war days the price for staves was about 77s. per 1,000 feet. To-day's prices are about £7 per 1,000 feet, delivered Aberdeen, Fraserburgh, or Peterhead.

A prominent firm of fish curers and exporters at Aberdeen recently stated to the writer that they see no reason why Canadian lumber or cooperage stock manufacturers should not be able to compete with Sweden in the staves for the barrels required in this trade. In the event of any Canadian manufacturers desiring to open business in this line they will be very pleased to give them any assistance, and act as their agents in this country. They will send samples of what is required to any reliable firms interested. The name and address of the firm are on file at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa (File No. T.C.-2-118), and at the office of the Canadian Government Trade Commissioner, 87 Union street, Glasgow.

While no immediate business in staves is in sight, it would be advantageous for any firm which really desire to get a permanent foothold in this large business to make the necessary arrangements without delay, and so be in a position to take immediate advantage of the demand that is certain to arise in course of time.

GROWTH OF GERMAN EXPORTS TO BELGIUM

Trade Commissioner A. S. Bleakney

Brussels, Oct. 12, 1921.—In 1913, Germany exported to Belgium 4,441,699 metric tons of goods valued at 940,378,000 francs, and in 1920 Belgium imported from Germany 2,131,035 tons valued at 903,296,652 francs. There is a decrease of 53 per cent in the weight of imports while the value is roughly the same. While there is nothing alarming in these figures when compared, their trend as disclosed in the first half of this year is significant. For this period, the German sales to Belgium totalled 3,029,320 tons, valued at 743,314,555 francs, i.e., more than the whole of last year's imports.

The increase in Germany's exports to Belgium, comparing the first half of 1920 and 1921, amounts to 366 per cent by weight and 121 per cent by value. Only the imports from Germany show an increase in value. By weights, the imports from Holland show the extraordinary increase of 103 per cent, an increase at which one can make a shrewd guess concerning the cause. The following tables give the trend of exports to Belgium from the principal countries. It is not affirmed that German "dumping" is wholly responsible for the movements shown below. Varying industrial conditions in different countries have undoubtedly to be considered; the figures, however, are interesting in themselves and are largely affected by the increasing place taken in the Belgian market by German goods at low prices.

Table showing by Weights (Kilogrammes) Percentage of Increase or Decrease in Exports to Belgium from Principal Countries First Six Months of 1920 and 1921

	1920 First Six Months	1921 First Six Months	Percentage Increase (+) Decrease (−)
Increase—			
Germany	648,271,707	3,029,320,744	+366
Holland	303,394,762	616,943,739	+103
Congo	25,081,001	35,221,200	+ 40
France	1,204,383,847	1,616,099,789	+ 29
Decrease—			
Argentina	339,463,849	249,852,856	− 26.5
Italy	65,770,591	32,008,953	− 53
Switzerland	12,641,406	5,518,596	− 56
Great Britain	1,051,483,455	367,012,268	− 65

Table showing by Values (Belgian Francs) Percentage of Increase or Decrease in Exports to Belgium from Principal Countries First Six Months of 1920 and 1921

	1920 First Six Months	1921 First Six Months	Percentage Increase (+) Decrease (−)
Increase—			
Germany	336,634,977	743,314,555	+121
Decrease—			
Holland	381,440,131	349,691,844	− 8
France	1,162,219,574	924,486,693	− 20
United States	1,142,896,996	870,026,765	− 24
Argentina	442,981,957	335,053,284	− 24
Switzerland	63,978,946	44,358,518	− 30
Italy	103,785,999	47,471,703	− 54
Great Britain	1,259,057,069	544,096,693	− 56

Note.—The percentage is based on the increase or decrease on the 1920 figure.

EFFECT OF GERMAN COMPETITION ON CANADIAN EXPORTS TO BELGIUM

Inasmuch as the bulk of Canada's present exports to Belgium consist of raw materials, such as asbestos, flax, pulp, coal and pitch, and food products such as cereals and flour, cheese, butter, eggs; canned goods such as salmon, lobster, fruits, jams, condensed milk, linseed cake, alimentary pastes, etc., German products do not enter into direct competition with the major portion of our trade. However, in regard to agricultural machinery, for which Belgium has proved a good market, and for hand farm implements and hand tools, the effect of German "dumping" is certainly evident.

The latest figures available for Canadian export trade with Belgium show that for the twelve months ended August our trade dropped in 1921 to $30,518,825 from $40,843,894 in 1920. We can trace the drop in 1921 by the following figures in bimonthly periods for the twelve months ending:—

	1920	1921
February	$25,017,629	$43,340,193
April	30,300,478	39,023,920
June	35,797,469	35,306,624
August	40,843,894	30,518,835

It will be seen that, while the exports were rising steadily in 1920, they were just as steadily dropping in 1921. This reversal of direction is, however, due to movements in grain rather than to our goods being ousted by German competition. With the trade in grain now free from Government control and Antwerp crowded with grain-laden vessels, an improvement in Canada's total exports to Belgium may be looked for in the near future. There is also what may be called "potential Canadian trade," i.e. trade which does not exist at present but which is prevented by German and other low prices, the result of depreciated currency,

There are of course many lines of manufactured goods which from their nature, bulk, etc., it is useless to dream of selling to Belgium; for example, steel water tanks for railway stations, marine boilers, etc. On the other hand, while it has been discouraging in many investigations undertaken for Canadian firms, to note the comparatively high prices quoted, as compared with Belgian, German and United States competing articles, the marginal differences have not in many cases been so great as to exclude the possibility of a trade being done. Among such articles might be mentioned at random woodenware, silk ties, rubber tires and soles, wall paper, fire extinguishers and electrical apparatus. Of these wall paper and tires have had a small initial success. It is this class of manufactured goods which the depreciation of continental exchanges is keeping out. Of course, the recent drop in the value of the franc and mark has accentuated this difficulty. As the result of investigations, it is believed that dozens of new lines of export trade would open up to the Canadian exporter should the franc improve to 12 cents, and the mark move in sympathy.

ANTI-DUMPING LAWS NOT LIKELY IN BELGIUM

In reading foreign and home periodicals and consular reports dealing with economic and trade questions, probably the commonest headline observed is that of "German Competition." But there is another which appears with almost equal regularity. "Anti-Dumping Legislation." All over the world, countries in defence of their economic existence appear to be erecting barriers to stay the flood of imports from States with a greatly depreciated currency. Belgium, however, is a country which lives by commerce. Her policy has for years been one of "libre-exchange," at least for industry, if not agriculture. There are a tremendous number of import-export houses in the country which live by distributing the world's goods, buying from Czecho-Slovakia and selling to the Congo, distributing from Canada to Switzerland, etc.: indeed, Belgium has been fittingly called the "fly-wheel" of Europe. For this reason and because the Belgian tariff is a one-schedule tariff, there is little prospect of effective anti-dumping legislation being passed in Belgium, although it is true that the tariff against all countries has been largely increased lately—an admission in principle which would appear to weaken the Belgian position. Holland is in somewhat the same position, only in that country there are no sentimental reasons against trade in German goods, while the sentiment amongst the great majority of the Belgians is strongly anti-German.

It is possible, however, that Belgium may by the force of circumstances be forced into levying a dumping duty on German goods. France, where the duty on German goods is often six times that on Belgium's, already shows signs of uneasiness through the fear (and indeed the knowledge) that German products are entering her territory at preferential rates. If Belgium and Holland should become too conspicuous distributing centres for German products, they may become involved in the network of foreign anti-dumping legislation. "The *Times Trade Supplement*" of September 24, in an article entitled "German Goods for Canada" points to the danger of German dumping through Holland, Switzerland and the other contiguous countries. (This office has already reported on the danger of the anti-dumping laws of Canada being evaded by shipment through Belgium, after loss of identity in the country.)

SPECULATION IN MARKS AN OBSTACLE TO GERMAN EXPORT TRADE

When the mark falls in a few weeks from 20 to 12 centimes, an element enters into the purchase of German goods which is extremely unsatisfactory to the purchaser. If Importer A buys a shipment of tools at 20 centimes to the mark, and Merchant B buys a similar lot a few weeks later at 12 centimes, B can undersell his competitor by nearly 100 per cent. The result of this is a disposition to deal with countries of more stable exchange, especially for the more conservative merchants. Conversely, the fall of the mark while helping exports makes the purchase of foodstuffs and raw materials increasingly difficult. This variable factor in costs increases the German firm's difficulty in quoting firm prices. Latest reports from Germany indicate regular orgies of exchange gambling.

INCREASED PRICES IN GERMANY PARTIALLY COUNTERACT FALL OF THE MARK

The *Times,* quoting the *Frankfurter Zeitung,* gives the average price of seventy-seven articles in Germany as sixteen times that of 1914. The same source gives wages, on the whole, as eight to eleven times those of pre-war times. There thus results an agitation for higher wages to bring these two figures to the same level. Increasing wages mean increasing costs. In this connection, the following prices of iron (in marks) are interesting as showing economic laws at work to bring German export

prices more in accord with world prices. They are from the *Bulletin de la Société d'Etudes et d'Informations Economiquess*

	Price end May		Price August 11		Price end August	
Iron in bars..	1,800	1,900	2,150	2,300	2,600	
Hoop iron.	2,300	2,300	2,600		2,900	
Iron (universal) . ..	2,000		·2,600		2,650	
Sheets, heavy.	1,800		1,950	2,000	2,250	2,350
Sheets, average . ..	1,950		2,200		2,400	2,500
Sheets, thin	2,000		2,250		2,900	3,100

The following figures of salaries for several industries are extracted from the *Frankfurter Zeitung* and show the same tendency:—

	January, 1914	January, 1920	May, 1921
Building..	22	100	233
Metallurgy..	22	100	230
Mines..	17	100	200

GERMAN INTERESTS OPPOSED TO DUMPING

Owing to the need in Germany of foreign bills to meet reparation payments, considerable pressure is being brought to bear by government and other trade bodies on German firms to quote and draw on their foreign customers in foreign currencies when these are at a premium. Apart from this feature, it is naturally to the interest of the German manufacturer to get as much as he can for his goods, and to ask the world market price rather than the German home consumption price; to adopt any other course, when raw materials have to be paid for in foreign currencies, would lead to the eventual impoverishment of the country, as in the case of Austria. Germany, too, has always specialized in the production of a cheap line of goods, particularly in hardware, not that they do not produce a high grade as well, but the whole have suffered in reputation from the cheap articles. The result is that goods from countries enjoying a reputation for quality have an initial advantage. These forces were seen in play at the Utrecht Fair in Holland, September 6 to 16, at which there were 1,476 Dutch, 259 German and 105 British firms represented. While admittedly the bulk of the business was done by the Germans, they did not by any means monopolize it. The representative of the Federation of British Industries is quoted as follows: "As to German competition," he said, "while of course, there are very few lines in which British firms can meet German prices at the present rate of exchange, in most lines it is found that there are many customers to whom price is of less importance than quality, and who find in British goods quality that the Germans cannot approach. The results are very gratifying from our point of view."

It must also be remembered that the world's demand for goods is very great and no one country can supply it all. Many German firms at the close of the Utrecht fair were turning away business with the remark "We are filled up and cannot accept more orders." The buyer must then look elsewhere for his requirements.

SUCCESS OF GERMAN IRON GOODS AND ENAMELWARE

Enamelware and iron and steel goods are among lines in which Germany is making giant strides in many markets, primarily owing to the advantage of the low exchange value of the mark says the *British Export Gazette.* Correspondents interested in these lines, writing to us during the past week or two, state that it is impossible to find markets for British goods of the descriptions named, and a serious situation is arising in consequence. One of them goes so far as to prove his statements by statistics, and we are forced to admit that these latter are of a disquieting character, though we refuse to entertain the suggestion of one of these writers that British manufactureres cannot hold their own. Given free play to their industry, they can compete with the products of any country of the better-class goods, if not in the inferior ranges.

NORWEGIAN COMPETITION IN CUBAN CODFISH MARKET

Trade Commissioner G. R. Stevens.

Havana, October 15, 1921.—On July 15 of this year, Mr. H. A. Chisholm, Canadian Trade Commissioner at Havana, wrote a comprehensive report calling the attention of Canadian codfish shippers to the encroachments of Norwegian fish upon the Cuban market. Mr. Chisholm covered the ground so thoroughly that one cannot do better than call the attention of Canadian codfish exporters to his article, in an endeavour to place before them the seriousness of the present situation.

As Mr. Chisholm pointed out, before the war the market was almost evenly divided between Canada, the United Kingdom, and Norway, with United States as a poor fourth. The lack of transportation facilities from Europe during the war period gave Canada her chance, and from 1915 onwards Canadian codfish exporters have enjoyed an increasing share of the business. In 1919, Canada supplied 70,275 boxes (of 100 pounds net), out of total imports of 131,517 boxes. In 1920, Canada's share was 49,147 cases out of a total of 87,361 cases. In the last four months of 1920, Norwegian fish reappeared for the first time since 1917 to the extent of 13,859 cases. In the first five months of 1921, Canada furnished 40,368 cases out of a total import of 57,328 cases, with Norway furnishing 10,494 cases and the United States the remainder.

While the preceding figures would not show Canada's market to be particularly threatened at the moment, yet the fact remains that it is Canada's superior transportation facilities and not the quality of her fish which is sustaining her in the Cuban market. As Mr. Chisholm succinctly pointed out, the black nape upon the Canadian cod is a harmful factor in sales. According to local importers, this nape could be removed with practically no trouble when the fish is cleaned, and the increased value of the fish would more than pay for the extra bother. In the second place, Cuban importers believe that the Norwegian use a superior quality of salt which ensures a much better colour than that of the Canadian fish. This latter complaint is perhaps not so serious as the former, but if Canadian fish exporters wish to hold their war market, the matter of the black nape must be taken up and remedied.

In the matter of codfish, every available circumstance is in favour of the Canadian fish. A weekly transportation service via Boston is obtainable and the freight rate is far under that of the European competitors. Norwegian fish must rely on monthly sailings which result in a large number of cases being unloaded on the market at once, spoiling the market and necessitating storage charges on any fish which is held over. Hence it would be very unfortunate if Canada is to lose any share of this lucrative market through mechanical failures in curing. While there will always be a slight preference for the best-class Norwegian fish, yet the bulk of the market can be held for Canada with a little extra precaution on the part of Canadian fishermen.

DUTCH BUSINESS FAILURES

The extent of commercial depression in Holland is indicated by the increasing number of business failures, Consul Frank W. Mahin at Amsterdam reports in the *New York Commercial*. According to an Amsterdam information office he said the number of failures in business during the week ending July 22, 1921, was 46 against 26 during the corresponding week of 1920. The same office states, he continued, that the total number of failures from January 1 to July 22, 1921, was 1,097, while during the corresponding period of 1920 the number was only 739. Before the recent war, he declared, business failures in Holland numbered annually between 1,300 and 1,500, declining to about 1,000 owing to active demand and high prices for the limited supply of commodities. After the war the failures have gradually increased with indications that they will exceed 2,000 by the end of 1921—an unprecedented number, he concluded.

TRADE AND FISCAL NOTES FROM AUSTRALIA

C. Hartlett, Office of the Canadian Trade Commissioner

New Line of Steamers Across the Pacific to Australia

Melbourne, October 3, 1921.—The Yamashita Kisen Kaisha, which are said to be one of the largest owners of freight steamers in Japan, are announced to have inaugurated a new line of steamers from Vancouver, Seattle, Portland and San Francisco to New Zealand and Australian ports. The first steamer stated to be despatched is the *Yehime Maru* from Seattle, which was due to leave Pacific coast ports about the 19th of September, to be followed probably by the *Yoshida Maru I* and then by the *Yoshida Maru III.*

Steamers in the Java-Australian Trade

Agents have been appointed in Australia for the N. V. Soerabaja Cargadoovs Maatschappy of Sourabaya, Java, which it is stated intend to run a regular line of modern freight steamers between Commonwealth ports and Java and the near East. The first vessel—the *Hydra II*—has already left Sourabaya. It is understood that the vessels will make the round trip, arriving by way of Fremantle and other Western Australian ports and returning by way of Queensland ports, thus, practically, circumnavigating Australia.

For a number of years, a regular passenger and freight line of steamers of the (Dutch) Royal Packet Navigation Co., has conducted a monthly service from Australian ports to Macassar, Java ports and Singapore.

Australasian Wool Stocks

A statement recently issued by the Australian Chairman of the British-Australian Wool Realization Association (known as *Bawra*) is of interest to Canadian woollen mills.

The total Australasian wools held by Bawra (in England and Australia) as owner and agent for the British Government, on July 31, 1921, was 2,209,000 bales, as compared with a total of 1,961,000 bales held by the British Government on the corresponding date three years ago.

Of Australian merino wool, Bawra held 656,000 bales on 31st July last, while the quantity held by the British Government three years ago was 905,000 bales, the stocks being reduced by 249,000 bales. With cross-bred wools the position is the reverse, the stocks of that description of wool having increased from 1,051,000 bales in 1918 to 1,549,000 bales in 1921. This cross-bred wool on hand consists of 833,000 bales of Australian and 716,000 bales of New Zealand wool. New Zealand slipe-wool in 1918 totalled 93,000 bales, while three years later the stocks amounted to 143,000 bales.

The figures show generally that, while the consumption of merino wool during the past three years has kept pace with, or slightly exceeded, production, the consumption of cross-bred wool is substantially below production. Special stress was laid by the Chairman on the fact that Australia is unrivalled as a grower of merino wool, and pastoralists were urged to raise merino sheep in preference to crossbred wherever it was profitable to do so.

Details of the quantities of wool held by Bawra on July 31 last and on July 31, 1918, by the British Government, are given below. The figures for 1921 do not include Australasian wools for the season 1920-21 unsold and unshipped as at July 31:—

AUSTRALIAN WOOLS

	"Bawra" Stocks at July 31, 1921 Bales	British Government Stocks at July 31, 1918 Bales
Merino—		
Combing	500,000	500,000
Clothing	81,000	190,000
Carbonizing	75,000	155,000
	656,000	905,000
Crossbred—		
Combing	567,000	360,000
Clothing	94,000	40,000
Carbonizing	171,000	145,000
	832,000	545,000
Reconditioned wool	1,000	....
Total, Australian wool	1,489,000	1,450,000

NEW ZEALAND WOOLS

Merino	4,000	5,000
Crossbred—		
Fine	65,000	30,000
Medium	199,000	132,000
Low	163,000	139,000
Slipes	143,000	93,000
Scoured	145,000	112,000
	719,000	511,000
Reconditioned wool	1,000	....
Total, New Zealand wools	720,000	511,000
Total, Australasian wools	2,209,000	1,961,000

SUMMARY OF STOCKS

	July 31, 1921 Bales	July 31, 1918 Bales	Variation at July 31, 1921, Against July 31, 1918 Bales
Merino—			
Australia	656,000	905,000	−249,000
New Zealand	4,000	5,000	− 1,000
Total	660,000	910,000	−250,000
Crossbred—			
Australia	833,000	545,000	+288,000
New Zealand	716,000	506,000	+210,000
Total	1,549,000	1,051,000	+498,000
Grand totals	2,209,000	1,961,000	+248,000

Industrial Development in Australia

Figures recently prepared by the Commonwealth Bureau of Commerce and Industry show that there has been extensive industrial development in Australia during the last eighteen months, notwithstanding that the country, in common with others, has been passing through a period of depression.

In the calendar year 1920 new companies registered numbered 2,082, their nominal capital being £185,207,917. Included in the total are the additions made to capital by companies already registered. In the first six months of the present year 737 new companies were registered with a nominal capital of £102,037,406, which also includes additions to capital by existing companies.

The following tables issued by the bureau show the position for 1920 and for the six months ended June 30, 1921:—

COMPANIES REGISTERED DURING 1920

	No.	Nominal Capital	Increase in Nominal Capital of Existing Companies
New South Wales	819	£ 61,604,757	£13,651,430
Victoria	648	49,698,107	11,896,023
Queensland	174	15,007,500	7,795,200
South Australia	246	15,876,000	2,868,000
Western Australia	131	5,061,300	251,000
Tasmania	64	1,022,950	475,650
Totals	2,082	£148,270,614	£36,937,303

COMPANIES REGISTERED DURING FIRST SIX MONTHS OF 1921

	No.	Nominal Capital	Increase in Nominal Capital of Existing Companies
New South Wales	265	£32,949,439	£ 8,476,057
Victoria	278	49,004,428	1,930,657
Queensland	72	4,396,450	1,239,500
South Australia	50	2,151,050	241,000
Western Australia	41	858,925	71,000
Tasmania	31	629,000	89,600
Totals	737	£89,989,292	£12,048,114

The figures, it is explained, represent more than the exact amount of the new nominal capital of the companies to which they refer, because they include the nominal capital registered in certain states in respect of companies previously registered in other states. It has been stated that in 1920 the fear of taxation also led companies to revalue their assets, with a subsequent writing up of capital which often meant a reregistration of old constituted concerns. Foreign companies also registered, but in a number of instances such registrations were more or less formal.

Commonwealth Public Debt

In the Budget speech recently delivered by the Commonwealth Treasurer it was stated that on June 30, 1921, the gross public debt of Australia (as apart from the individual states) was £401,720,025, comprising war debt, £359,606,719; other debt, £42,113,306.

The operations in respect of the gross public debt during the year 1920-21 were: gross debt at July 1, 1920, £281,309,904; new debt created during 1920-21, £38,697,071; total, £420,006,975. Deduct: debt redeemed during 1920-21, £16,286,950; reduction in estimated indebtedness for war gratuities, £2,000,000; £18,286,950. Gross debt, £401,-720,025. The increase in the gross public debt during the year was £20,410,121.

The principal items which should be set off against the gross debt were the moneys repayable to the Commonwealth by the states and by ex-soldiers, the sums spent on the Commonwealth line of steamers and repayable out of the profits, and the balance of unexpended loan moneys on hand at June 30. Those items totalled £69,710,993, leaving the net public debt at June 30, 1921, £332,009,032. The net debt in June, 1920, was £340,809,904, so that while the gross debt had increased during the year by £20,410,121, the net public debt was £8,800,872 less than at the end of June, 1920.

The war indebtedness of the Commonwealth included £234,831,918 owing to bond-owners in Australia, and £92,480,156 owing to the British Government. Apart from the Diggers' Loan of £10,000,000 recently issued, there had been raised in Australia for war and repatriation purposes £246,430,508. Of this £11,598,590 had been redeemed, so that the war indebtedness to Australian investors at June 30 was £234,831,918. The second Peace Loan of £26,612,560 accounted for nearly the whole of the new debt created last year. In addition, a loan of £5,000,000 was issued in London, as well as treasury bills for £2,000,000. The debt was also increased by £4,101,726 for moneys borrowed for public works from trust funds.

BRITISH SOUTH AFRICAN IMPORTS, JANUARY TO JUNE, 1921

Trade Commissioner W. J. Egan

Cape Town, September 8, 1921.—For the first six months of this year the imports into British South Africa were to a value of £29,592,743, a decrease as compared with the same period last year of £10,785,961.

The total British Empire export to this country was £18,753,108, showing a decrease of £8,736,828. The proportion of total import from the British Empire is 63·4 per cent, compared with 68 per cent last year. The total from foreign countries was £10,839,635; this is £2,049,133 less than for the same period last year. In proportion of total import, the foreign countries have increased from 32 per cent last year to 36·6 per cent this year.

Canada is the only country within the British Empire which has increased its proportion of the total trade. Imports from Canada increased from £914,539 to £997,011 for the first half of this year.

The United Kingdom's trade dropped from £22,624,487 to £15,903,717 this year, being more than two-thirds of the total decrease of the imports from the British Empire. The percentage of total trade from the United Kingdom for this year was 53·8 as compared with 56 per cent last year. Australia's exports dropped from £1,842,794 to £624,777 this year. Imports from India decreased from £1,339,800 to £975,952. The other countries within the Empire, exporting to South Africa, whose trade has decreased this year are: Ceylon, New Zealand, Straits Settlement, British East Africa and South West African Protectorate.

The foreign countries which have increased their exports to British South Africa are: Belgium, from £268,400 to £362,580; Germany, from £164,522 to £504,513; Holland, from £241,270 to £398,016; Sweden, from £534,099 to £714,558; and Chile, from £72,471 to £285,470. The foreign countries showing decreases are: France, from £579,701 to £420,123; Italy, from £194,110 to £142,825; Portugal, from £210,578 to £196,603; Portuguese West Africa, from £231,326 to £100,955; Switzerland, from 393,693 to £217,198; Japan, from £612,415 to £424,950; United States, from £6,891,014 to £5,406,513; Argentine Republic, from £622,567 to £46,588, and Brazil, from £653,809 to £244,831.

ARTICLES OF MERCHANDISE IMPORTED

Calcium carbide increased in quantity from 1,354,741 pounds to 1,796,963 pounds valued at £18,920, an increase of £5,365. Under the section of imports which includes electric material and machinery, there was an increase of trade in every article of import, with the exception of secondary batteries. Primary batteries increased from £10,592 to £19,611; cable and wire from £164,256 to £220,984; heating and cooking apparatus from £16,011 to £29,655; lamps, incandescent, from £30,543 to £85,624; motor and parts from 5,893 kilowatts to 6,893 kilowatts and in value from £60,797 to £130,890; transformers from £12,073 to £40,967; and other material and machinery from £290,097 to £588,694.

In glycerine for manufacturing purposes there was an increase of almost double the crude article, from 2,130,000 pounds to 4,068,000 pounds, and the value from £60,000 to £174,786. In the other glycerine, while the quantity imported dropped from 3,400,435 pounds to 3,288,614 pounds, the value increased from £123,220 to £184,199.

Bolts, nuts, and rivets increased by £19,000; the total for this half-year was £139,745. Wire nails increased from £21,624 to £30,243. Hose conveying imports were to a value of £55,686, an increase of about £11,000. In implements and tools for agricultural purposes, and machinery, there are three items only which show an increase; dairy utensils, by about £2,000, this half year's amount was £33,451. Ploughs, harrows and parts show a big increase, due to shipment of old orders, the

total for the first six months of this year being £315,436, showing an increase of £137,451. Reaping and mowing machines increased from £15,722 to £25,620. Mechanics' tools increased from £142,922 to £169,076.

In iron and steel, the bar, bolt and rod entry shows an increase in quantity from 112,995 cwts. to 138,727 cwts., and in value from £206,595 to £344,054. Structural steel, such as girders, beams, joists, columns and shapes, the increase was from £31,895 to £73,769. Pipes, piping and fittings decreased in quantity from 220,309 cwts. to 167,571 cwts., but increased in value from £368,391 to £391,841. The import value of windmills increased by more than one-half, from £60,397 to £94,552. Rails for industrial purposes increased from £35,180 to £50,536. Rolled plate shows an increase of quantity from 53,659 cwts. to 90,981 cwts., and in value from £63,760 to £123,244. In sheets rolled, not galvanized or corrugated, the increase is from 12,827 cwts. to 15,394 cwts.

Lampware, in which is included lanterns, shows an increase in value from £32,802 to £41,313. In the entry for photographic material, the item of import cameras shows a drop in numbers from 8,667 to 4,606, but the value is increased from £9,975 to £11,880.

Under the entry which covers paints of all kinds, white lead imports show an increase from 528,682 pounds to 808,212 pounds. Linseed oil increased from 150,544 gallons to 177,047 gallons, but the value decreased from £69,497 to £43,728. Another indication of difference in import value this year, or rather of purchases in a different direction, is shown on power lorry imports, which show that while the total number imported fell from 116 to 78 lorries, the value increased from £48,218 to £63,147. The import of material for carts and carriages increased from £20,015 to £31,171.

In wood and timber imports, the only increase is on box shooks, which increased from £62,217 to £116,096. Wrapping paper increased from 24,436 cwts to 45,511 cwts., and in value from £86,244 to £166,921.

While a great number of the above increases may be placed to the credit of new development or renewing of old plants, it may be taken for granted that in most cases the increased imports are balances of old orders, which arrived at higher prices than ruling quotations, and they will only help to keep new business out of sight for some time. Some idea of the general stocks in hand, when buying was curtailed last November, are best shewn by quoting the following articles of import on which quantity or value of imports have fallen by half or more than in the same period last year: binder twine, cement, cordage and rope, cotton underclothing and hosiery, caustic soda, baking powder, butter, cheese, jams and jellies, jelly and custard powders, confectionery of all kinds, wheat, flour, tinned or preserved fish, fruit, tinned or preserved, meats, tinned or preserved, milk or cream, condensed, golden syrup, vegetables, tinned or otherwise prepared, bedsteads (metal), bedsteads (wood), window glass, fencing standards (iron), sewing machines, tractors (agricultural), galvanized iron, plain and corrugated, boots and shoes (leather unmanufactured), blacking (boot and polish), wallpaper, sheep and cattle dip, soaps all kinds, bicycles, motor cars.

Some other articles of import showing big and lesser decreases, but not fully one-half the amount or value of the same period in the year 1920, are: brushware, disinfectants and germicides, biscuits, oatmeal, bottles and jars, plate glass, corsets, leather and other gloves, umbrellas and sunshades, axles, bushes and springs, cutlery, fencing wire, stoves, wire rope, hats and caps, Kaffir hose and picks, paints, ink of all sorts, typewriters and accessories, surgical and dental appliances, tinware, toys and fancy goods, wood and timber, woollen underclothing and hosiery.

UNION OF SOUTH AFRICA EXPORTS

Wattle bark exports from the Union for the first six months of this year were only 61,276,789 pounds, as compared with 107,442,202 pounds in the same period last year. The bark extract fell from 11,178,709 pounds to 4,081,217 pounds. Coal increased from 612,662 to 822,522 tons of 2,000 pounds. Diamonds exported up to

the end of June this year were only 125,552 carats, valued at £582,841, as compared with 1,222,630 carats valued at £6,970,325, for the same period last year. Copper ore exports fell from 4,932 to 62 tons of 2,240 pounds. Ostrich feathers decreased 27,500 pounds; this half year's exports were 108,127 pounds. Exports of fresh fruits were 585,281 boxes, an increase of 286,183 over the same period last year. The value was £243,451, which was an increase of £164,230. Sugar exports increased from 29,679,115 pounds to 74,362,317 pounds. The total under the heading food and drink increased from £1,721,087 to £3,491,284.

The gold exports fell from 4,607,491 ounces in the first half of 1920 to 3,859,633 ounces this half-year. Hides and skins fell from a value of £3,393,967 to £307,895. Whale oil dropped in quantity from 1,691,539 gallons to 210,379 gallons this half year. Tobacco exports were only 272,023 pounds for the first half of this year, which was a drop from the same period in 1920 of 1,253,230 pounds.

The total wool export the first six months of this year was 86,531,657 pounds, which was only 2,166,695 pounds less than the first half year of 1920, but the drop in value of exports was from £13,923,779 to £3,165,282.

The total exports of the Union in merchandise fell from £47,296,721 to £26,154,837.

The great difference in value received for the principal agricultural products of the Union, coupled with the lesser demand for same, and such luxuries as diamonds, has certainly lowered the buying price of South Africa for the present, but there is no doubt that conditions will improve in the not distant future.

Producers are realizing that they must cut their cloth according to their measure in so far as unnecessary expenses are concerned, and as agriculture is and must be the backbone of all industry in a country situated as South Africa is, once the world's markets are able to purchase in quantity there can be no question about trade resuming in a healthy way.

From many sources of information one feels that conditions are improving, slowly it is true, but there are demands for quotations on many lines in evidence at present, which if offered at rail and ocean freight cost four months ago, would not have been accepted.

REGULATIONS CONCERNING SALE OF CHEESE IN NORWAY

Mr. C. E. Sontum, Commercial Agent in Christiania, Norway, sends under date October 19, 1921, the following regulations applicable to the sale of cheese in Norway.

According to a royal resolution, cheese marketed in Norway after November, 1921, will be classified as follows:—

(1) Full cream cheese, when cheese contains at least 45 per cent of fat.

(2) Half cream cheese, when the cheese contains less than 45 per cent but at least 28 per cent of fat.

(3) Quarter cream cheese, when the cheese contains less than 28 per cent and not less than 18 per cent of fat; and

(4) Skimmed milk cheese, when containing less than 18 per cent of fat.

When analyzing the fat contents, the water contained in the cheese is not taken into consideration.

Canadian exporters therefore should take care that their cheese either contains, for instance, a little more than 45 per cent of fat, or rather only so much fat as is necessary in order that the cheese may be sold under the group it is intended to be sold under. Swiss cheese, Cammenbert cheese, and Gorgonzola cheese may not be sold otherwise than as *Full Cream Cheese,* i.e.. when exporting these kinds of cheese to Norway, the exporter must take care that they contain enough fat to correspond with the regulations.

On the other side, it will not pay to export to Norway a cheese containing, for instance, about 42 per cent of fat, as this will obtain no better price than a cheese containing 28 per cent fat. This is because the price regulation only classifies as stated above and allows nobody to charge a higher price for any medium quality.

TRADE CONDITIONS IN INDIA

The following report on trade conditions in India, dated October 11, 1921, has been received from the Assistant Indian Trade Commissioner in London:—

According to the news by the last mail regarding India's financial position for the five months of the current official year ending August, 1921, the customs revenue amounted to about Rs. 13 crores* and, allowing for higher receipts in the second half of the year, which is the busy season, it is estimated that the year's revenue would fall short of the budget figures of Rs. 38½ crores by several crores. The deterioration was likely to occur on all important heads except sugar and machinery, the import of which would probably be in excess of anticipations. Gross traffic receipts for railways had unexpectedly not fallen off, but working expenses would show a considerable excess, largely owing to large purchases of foreign coal rendered necessary by small raisings of Indian coal. The excess on account of coal alone was likely to amount to at least three crores. In regard to exchange, the debit of five and a half crores budgeted for on the basis of a rupee averaging out at 1s. 8d. would be increased by about seven and one-half crores if the year's average turned out to be 1s. 4d. by five crores if it were 1s. 5d., and by three crores if it were 1s. 6d. The surplus of Rs. 71 lakhs entered in the budget is not expected to be realized.

TRADE OF CALCUTTA

The Collector of Customs, Calcutta, reports that in the foreign trade of Calcutta for August, 1921, exports continued to show a slight recovery, but the expansion in imports over July's total was much more conspicuous. Compared with the total for August, 1920, imports were less by Rs. 111 lakhs and exports by Rs. 420 lakhs. Cotton goods again showed the heaviest falling off. More than half of the decrease of Rs. 107 lakhs in piece-goods was due to reduced imports of coloured goods; the yardage for grey and white goods increased from 41 to 51 million yards, but lower prices reduced their value from Rs. 198 to Rs. 181 lakhs. In exports jute manufactures continued to be severely depressed, but prospects are brighter as the world's crops are reported to be good and more interest is being shown in America. The improvement shown by tea is cheering, especially as it is due more to better prices than to increased shipments.

BOYCOTT OF FOREIGN CLOTH

The inevitable result has come about in the Calcutta cloth market. The price of the imported cloth has come down and that of "Khadder," or cloth made in hand looms, has gone up. The poor people are now anyhow securing the cheaper British Dhotis, although the boycott was entirely assigned in the interests of "Swadeshi" or Indian-made cloth.

INDIAN LAC CESS ACT

A Bill was introduced in the Legislative Assembly on the 15th September, 1921, to provide for the levy of customs duty on lac exported from British India at the rate of 4 annas per maund (of 82²⁄₇ pounds) in the case of lac, and 2 annas per maund in the case of refuse lac. The object of the cess is to create a fund to finance research work beyond the scope of the Provincial Forest Departments. It is proposed to entrust the administration of the fund to a lac association consisting of members representing European and Indian shippers, manufacturers and brokers.

RICE

Practically the only export of rice allowed from India during the period July to September, 1921, is 15,000 tons from Madras to Ceylon and 25,000 tons from Karachi to the Persian gulf. Since the beginning of July licenses for the export of rice from Burma have been limited to the minimum current requirements of Ceylon, the Straits Settlements, Mauritius and the Seychelles. Since the beginning of the year over a million tons of rice have been shipped from Burma to India.

* 1 crokh=100 lakhs; 1 lakh=100,000 rupees.

TRADE EXHIBITION AT SINGAPORE

Mr. G. T. Milne, H.M. Senior Trade Commissioner in Canada and Newfoundland, has transmitted a copy of a cable which he received from Singapore on November 1, 1921, stating that the Malaya-Borneo Exhibition will be held at Singapore on March 31 to April 9, 1922, on the occasion of the visit of H.R.H. the Prince of Wales. The Commerce Section will include imports and exports. Further details of the exhibition have not yet been definitely settled. All available information on the exhibition will be forwarded by next mail. It is practically certain that Americans, Japanese, Dutch, etc., will take advantage of the opportunities afforded of exhibiting.

VALUE FOR DUTY IN AUSTRALIA

The Collector of Customs for the Commonwealth of Australia advises that it has been decided that in future, and until further notice, the value of goods dutiable ad valorem, such as perfumery, etc. (on which drawback of excise duty is obtainable on the spirit content on export to Australia), is to be taken for duty purposes at the fair market value for home consumption in the country of export at date of shipment (invoice) to Australia, less the actual amount of excise duty paid thereon.

Similarly as to goods imported into, e.g. England, on which British import duty has been paid, and which, although they may have entered into the commerce of the United Kingdom, are re-exported to Australia in the same condition as they were imported into the United Kingdom (i.e. without further manufacture of incorporation into other goods), and drawback is obtainable, the value for duty is to be taken at the fair market value for home consumption in the country of re-export at date of shipment (invoice) to Australia, less the actual amount of import duty paid thereon.

In every instance, both as to excise duty and import duty, the invoice must declare to the domestic value in the country of export (as to excise duty), or in the country of re-export (as to import duty), (i.e. the value including the excise of import duty as the case may be), and must state (if that is the case) that the goods are exported under drawback, and the actual rate and amount of excise duty or import duty paid and included in the declared domestic value.

Provided this is done, the amount of such excise or import duty will be allowed as a deduction from the declared home consumption value for duty purposes.

Commenting on the above, Mr. D. H. Ross, Trade Commissioner in Melbourne, writes as follows: So far as the deduction of the amount of import duty paid is concerned, this customs decision does not apply to raw materials of any kind which have been imported into a country for manufacturing purposes, but only to the finished article upon which duty has been paid before re-exportation. For instance, no deduction would be allowed for duty paid on rubber, steel, etc., which had been imported into Canada for incorporation into goods for export, but in the case of finished rubber or steel goods which had been imported into Canada, and re-exported to Australia, the customs in Australia would allow the deduction of the amount of the duty paid in Canada from the home consumption value for duty purposes. This would also apply to certain parts which had not been altered in any manner before being connected with any machines or appliances. Under the decision, the amount of excise duty paid in Canada on the spirit contents of any goods exported from Canada to Australia may be deducted from the declared home consumption value for Australian duty purposes.

MOTH-PROOF WOOLLENS

Under the name of "Eulan" a new product of the German chemical industry has been placed on the European market. Consul Wallace J. Young, of Bradford, England, reports, in the *United States Commerce Reports,* that the base of the new product appears to be a certain yellow dye known as Martius yellow, the use of which, it is claimed, will render wool moth proof.

ESTIMATED NEEDS FOR FARM IMPLEMENTS IN LITHUANIA

According to an estimate prepared by the Lithuanian Minister of Agriculture, and published in the *United States Commerce Reports*, the following farm machinery is at present needed in Lithuania, or will be needed in the course of the next two or three years, as a result of an agrarian reform policy including the division of estates, which the Lithuanian Government proposes to adopt in the near future. The Lithuanian Government is not itself a purchaser of machinery for resale to the farmers; this is left to private enterprises.

	Number		Number
Binders	1,500	Ploughs—	
Cultivators	20,000	One-furrow type	350,000
Ensilage cutters	1,000	Two-furrow type	30,000
Fanning mills and other grain-cleaning machinery	100,000	Three-furrow type	15,000
Grinding mills	1,000	Reapers	10,000
Harrows—		Scythes, Austrian type	500,000
Combined and spring-tooth	40,000	Seeders—	
Disk	5,000	Row	5,000
Meadow	1,000	With distributors	2,000
Mowers	3,000	Threshers—	
		Steam (6, 8, and 10 horsepower)	1,000
		Operated by horses (complete set)	100,000

Lithuanian farmers will also require, it is estimated, 1,000,000 poods (1 pood= 33·11 pounds) of artificial fertilizers, 300,000 poods of iron, and 10,000 poods of grease.

No information is available at present as to how these purchases will be financed, nor as to the ability of the Lithuanian farmers or dealers to pay. However, the fact that the report states that the Lithuanian Government is not itself a purchaser of machinery for resale to the farmers, it being left to private hands, would seem to indicate that the Government does not intend to assist in the financing of these purchases. Neither can it be stated definitely how soon in the future the implements specified will be required. The report merely indicates that some are needed at present and that all will be required when the Government adopts the policy of agrarian reform which it "proposes to adopt in the near future."

SALE TERMS IN MEXICO

A summary of the credit terms on which goods are sold in Mexico is contained in a recent American Consular report. The Mexican merchant, after he gets his goods from the foreign market, sells a comparatively small amount for cash. As a rule he ships to his customer, mailing at the same time a bill for the goods, which seemingly makes the transaction a cash one. In reality, the goods are sold on open account and the buyer generally pays inside of ninety days. When draft is attached to documents, it is usually because the purchaser is not considered a first-class risk. The average time granted is sixty days, which means, when delays in the mails and from other sources are considered, that the average payment is received in ninety days. Terms range from whole or partial payments or from 25 to 50 per cent with order to ninety days open account. In the latter case—which is general—goods are shipped direct to ultimate consignee, with or without draft. Buyers have become accustomed to securing commercial letters of credit from the banks. The greater part of these are sight credits, but often the local bank carries the merchant for a period up to ninety days after sight credit has been paid abroad. Many satisfactory shipments of goods are made to Mexico on the basis of documents being surrendered to buyer against his acceptances of thirty, sixty, or ninety days sight draft. As a matter of fact, the accepted draft or "trade acceptance" is the primest kind of paper in Mexico. Whenever an acceptance can be secured, it is more to be desired from every standpoint than a "pagare" or promissory note. Attachment of whatever property can be found can be obtained inside of forty-eight hours if acceptor of a

draft fails to pay at maturity. Local banks often guarantee accounts to manufacturers in other countries. Payment is sometimes guaranteed by local bank after draft has been accepted. While such methods tend to minimize the element of risk as far as the shipper is concerned, they are subject to some criticism. The purchaser is usually ignorant that such an arrangement exists, and believes that he is granted credit because his business standing merits it. As a matter of fact, he has been granted nothing. Moreover, accounts which banks agree to guarantee in this manner are almost without exception such good moral and financial risks that the precaution of having them guaranteed is not only unnecessary but expensive. The fact that Mexico has been able to continue doing business during the trying years of revolution is proof that the commercial structure of Mexico is fundamentally strong and is prepared to withstand almost any difficult conditions that the future may hold. Houses which have been threatened or failed during the depression which followed the business crisis at the end of last year numbered about ten.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 2, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending November 2, those for the week ending October 26 are also given for the sake of comparison:—

		Parity	Week ending October 26, 1921	Week ending November 2, 1921
Britain.. .. ..£	1.00	$4.86	$4.2870	$4.2586
France. .. ..Fr.	1.	.193	.0795	.0799
Italy.. .. ..Lira	1.	.193	.0429	.0439
Holland .. ..Florin	1.	.402	.3713	.3710
Belgium .. ..Fr.	1.	.193	.0780	.0773
Spain. .. ..Pes.	1.	.193	.1444	.1456
Portugal. .. ..Esc.	1.	1.08	.1034	.1003
Switzerland.. .. ..Fr.	1.	.193	.1975	.2010
Germany. .. ..Mk.	1.	.238	.0066	.0055
Greece. .. ..Dr.	1.	.193	.0495	.0493
Norway.. .. ..Kr.	1.	.268	.1436	.1492
Sweden.. .. ..Kr.	1.	.268	.2527	.2468
Denmark. .. ..Kr.	1.	.268	.2100	.2002
Japan. .. ..Yen	1.	.498	.5251	.5262
India.. .. ..R.	1.	2s.	.3020	.3010
United States.. .. ..$	1.	$1.00	1.0884	1.0850
Argentina .. ..Pes.	1.	.44	.3564	.3526
Brazil. .. ..Mil.	1.	.3245	.1442	.1424
Roumania. .. ..Lei	1.	.193	.0081	.0073
Shanghai, China.. ..Tael	1.	.631	.8761	.8842
Batavia, Java.. ..Guilder	1.	.402	.3700	.3689
Singapore, Straits Settlements.. .. ..$	1.	.49	.5034	.5045
Jamaica. .. ..£	1.	4.86	4.3074	4.2572
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.89-.91⅝	.88-90½
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

3507. **Hay, oats, potatoes, codfish and flour.**—An established produce broker with many years' experience in Cuba, desires Canadian connections in the above noted commodities. Has a representative in Canada at present, who would be glad to visit prospective exporters. References.

3508. **Potatoes.**—A prominent Havana commission house furnishing excellent references, wishes first class connection with Canadian potato exporter. Will be pleased to consider any offer of representation.

3509. **Fish.**—A Buenos Aires firm of importers specializing in food products would like to correspond with exporters of salmon, cod and stockfish with a view to acting as their representatives in Argntina.

3510. **Lobster and salmon.**—A commission agent in LeHavre is desirous of getting in touch with Canadian exporters of canned lobster and salmon with a view to becoming their agent for the Seine-Inférieure and Calvados departments in France. He states that he is well known to all local business men and in a good position to push this class of goods. References.

3511. **Crepe paper napkins.**—A London firm are open to purchase crepe paper napkins, and invite offers and samples from Canadian manufacturers.

3512. **Diatomite.**—A Glasgow firm of engineers and export merchants would like to hear from Canadian firms interested in the production of diatomite with a view to business in Scotland and possibly abroad.

3513. **Woodpulp.**—A very important English firm in Milan would be glad to hear from producers of chemical woodpulp and to receive c.i.f. Genoa prices, with a view to representing Canadian producers in Italy.

3514. **Paper making machinery, supplies for paper industry, and woodpulp.**—A Milan firm desire to hear from Canadian exporters interested in doing business with Italy in paper making machinery, supplies for the paper industry, and woodpulp.

UNDERWEAR DEMAND IN LATVIA

Trade Commissioner H. Lawrence Groves writes from Riga (as quoted in the *New York Commercial*) that there is a considerable demand for ready-made women's underwear, more especially of cotton and cotton flannel, the greater demand is for bolt goods to be made up by the purchaser. In Latvia the importation of articles of luxury, such as silk underwear, is prohibited. In the other Baltic States, silk and other qualities of women's underwear can be imported without restriction. Ready-made underwear on sale in Latvia, Luthuania and Esthonis is largely of German origin. Swiss goods are on display, but only the medium quality.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To Liverpool.—*Hastings County,* Canada Steamship Lines, Nov. 10; *Metagama,* Canadian Pacific Steamships, Ltd., Nov. 11; *Canadian Commander,* Canadian Government Merchant Marine, Nov. 11; *Oxonian,* Dominion Line, Nov. 12; *Melita,* Canadian Pacific Steamships, Ltd., Nov. 17; *Welland County,* Canada Steamship Lines, Nov. 19; *Canada,* White Star-Dominion Line, Nov. 19; *Canadian Hunter,* Canadian Government Merchant Marine, Nov. 20; *Minnedosa,* Canadian Pacific Steamships, Ltd., Nov. 25.

To London.—*Cornish Point,* Furness Line, Nov. 10; *Canadian Otter,* Canadian Government Merchant Marine, Nov. 11; *Verbania,* Anchor-Donaldson Line, Nov. 11; *Bosworth,* Canadian Pacific Steamships, Ltd., Nov. 12; *Lisgar County,* Canada Steamship Lines, Nov. 19; *Dunbridge,* Canadian Pacific Steamships, Ltd., Nov. 22; *Vindelia,* Anchor-Donaldson Line, Nov. 25; *Brant County,* Canada Steamship Lines, Nov. 26.

To Glasgow.—*Canadian Squatter,* Canadian Government Merchant Marine, Nov. 8; *Orthia,* Anchor-Donaldson Line, Nov. 8; *Cassandra,* Anchor-Donaldson Line, Nov. 19; *Pretorian,* Canadian Pacific Steamships, Ltd., Nov. 22; *Tunisian,* Canadian Pacific Steamships, Ltd., Dec. 3.

To Newcastle-on-Tyne.—*Scatwell,* Thomson Line, Nov. 11; *Cairndhu,* Thomson Line, Nov. 20.

To Avonmouth Dock.—*Orthia,* Anchor-Donaldson Line, Nov. 8; *Oxonian,* Dominion Line, Nov. 12; *Welshman,* Dominion Line, Nov. 19; *Salacia,* Anchor-Donaldson Line, Nov. 25.

To Cardiff and Swansea.—*Canadian Trooper,* Canadian Government Merchant Marine, Nov. 16.

To Leith.—*Scatwell,* Thomson Line, Nov. 11; *Cairndhu,* Thomson Line, Nov. 20.

To Belfast.—*Melmore Head,* Head Line, Nov. 15; *Lord Antrim,* Head Line, Nov. 27.

To Dublin.—*Ramore Head,* Head Line, Nov. 15; *Lord Antrim,* Head Line, Nov. 27.

To Londonderry.—*Melmore Head,* Head Line, Nov. 15.

To Hull.—*Cornish Point,* Furness Line, Nov. 10.

To Cork.—*Ramore Head,* Head Line, Nov. 15.

To Rotterdam and Hamburg.—*Worcester,* Rogers & Webb Line, Nov. 15; *Ballygally Head,* Head Line, Nov. 15; *Lord Downshire,* Head Line, Nov. 18.

To Havre.—*Lisgar County,* Canada Steamship Lines, Nov. 19.

To Antwerp.—*Scandinavian,* Canadian Pacific Steamships, Ltd., Nov. 12; *Corsican,* Canadian Pacific Steamships, Ltd., Nov. 26.

To Naples-Genoa.—*Caserta,* Canadian Pacific Steamships, Ltd., Dec. 7.

To Rio de Janeiro, Santos (Brazil), Montevideo, Buenos Aires.—*Harmonides,* Houston Line, Nov. 10.

To St. John's (Nfld.).—*Mapledawn,* Canada Steamship Lines, Nov. 10; *Manoa,* Canada Steamship Lines, Nov. 17; *Canadian Sapper,* Canadian Government Merchant Marine, Nov. 19.

To Barbados, Trinidad, and Demerara.—*Canadian Coaster,* Canadian Government Merchant Marine, Nov. 16; *Canadian Beaver,* Canadian Government Merchant Marine, Nov. 20.

To Nassau, Kingston, Belize.—*Canadian Forester,* Canadian Government Merchant Marine, Nov. 8.

To Australia and New Zealand.—*Orari,* New Zealand Shipping Company, Nov. 10; *Canadian Victor,* Canadian Government Merchant Marine, Nov. 20.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To South Africa.—*Bendu,* Elder-Dempster & Co., Nov. 10.

From Charlottetown

To Newfoundland.—*Canadian Sealer,* Canadian Government Merchant Marine, Nov. 20.

From Quebec

To Liverpool.—*Empress of France,* Canadian Pacific Steamships, Ltd., Nov. 15; *Canada,* White Star-Dominion Line, Nov. 19; *Empress of Britain,* Canadian Pacific Steamships, Ltd., Nov. 26.

From Halifax

To London.—*Southwestern Miller,* Furness, Withy & Co., Nov. 12; *Cornish Point,* Furness, Withy & Co., Nov. 18.

To Liverpool.—*Rexmore,* Furness, Withy & Co., Nov. 22.

To Manchester.—*Manchester Mariner,* Furness, Withy & Co., Nov. 11.

To Bermuda, British West Indies, and Demerara.—*Chaleur,* Royal Mail Steam Packet, Nov. 11; *Chignecto,* Royal Mail Steam Packet, Nov. 25.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black, Ltd., about Nov. 22.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., every Saturday; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Line, Nov. 12; *Makura,* Canadian-Australasian Line, Dec. 10.

To Wellington, Lyttleton, Melbourne, Sydney.—*Canadian Transporter,* Canadian Government Merchant Marine, Nov. 8; *Waimarino,* Canadian-Australasian Line, Nov. 14; *Canadian Freighter,* Canadian Government Merchant Marine, Nov. 30.

To New Zealand-Australia.—*Waikawa,* Canadian-Australasian Line, Dec. 5; *Waikemo,* Canadian-Australasian Line, middle December.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Steamships, Ltd., Nov. 28; *Canadian Prospector,* Canadian Government Merchant Marine, Nov. 25.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Russia,* Canadian Pacific Steamships, Ltd., Nov. 10; *Empress of Asia,* Canadian Pacific Steamships, Ltd., Dec. 8.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line, Nov. 4; *M. S. Dollar,* Dollar Line, Nov. 20; *Protesilaus,* Blue Funnel Line, Dec. 4.

To India.—*Canadian Inventor,* Canadian Government Merchant Marine, Nov. 15.

To London, Hamburg, Amsterdam, Rotterdam and Antwerp.—*Eemdijk,* Royal Mail Steam Packet Co., early in November.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line, Nov. 18.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Norman D. Johnston, Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol, *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

Edgar Tripp, Canadian Government Commercial Agent, Port of Spain, Trinidad. *Cable Address, Canadian.*

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E. D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

(Revised to June 24, 1921)

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Annual Report of Weights and Measures, Electricity and Gas (d).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Trade between Canada and the British West India Colonies (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e.)

Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
German War and Its Relation to Canadian Trade (1914).
Handbook for Export to South America (1915).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916).
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade with China and Japan (1914).
"Trade of the New Countries of South-east Europe" (1921). (Price outside Canada, 35 cents).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Toy Making in Canada (1916).

PUBLICATIONS OF THE BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education. Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director, Weights and Measures Service, Otttawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

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WEEKLY BULLETIN

COMMERCIAL INTELLIGENCE SERVICE

DEPARTMENT OF TRADE AND COMMERCE

CANADA

Published by Authority of the Hon. H. H. Stevens
(*Minister of Trade and Commerce*)

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, November 14, 1921** **No. 928**

THE LATE MR. EDGAR TRIPP

We regret to announce the death of Mr. Edgar Tripp, Canadian Government Commercial Agent in Trinidad, which took place on November 4, at his home in Port of Spain, Trinidad. Mr. Tripp had acted as Commercial Agent in the island since 1892.

THE SITUATION IN RUSSIA

Trade Commissioner L. D. Wilgress

London, October 20, 1921.—It is becoming generally realized that the restoration of Russia is one of the most essential factors to the re-establishment of normal economic relations throughout the world. The Russian market offers great future possibilities for trade, and hence warrants the close attention of Canadian exporters. On the other hand, it has been exceedingly difficult to obtain accurate and complete information regarding present conditions in Soviet Russia. The writer has recently returned from a brief visit to that country, where he had the opportunity of studying to some extent at first hand the present economic situation. Two weeks were spent in Moscow, one week in the famine belt at Kazan, and three days in Petrograd, so something was seen of many aspects of present-day conditions in Russia. An effort will be made in this report to set forth the principal facts ascertained as a result of this visit, and it is hoped that these particulars may serve to assist Canadians in estimating the present and future possibilities of the Russian market.

The writer is under a great debt of gratitude to the British Commercial Mission in Moscow for kind assistance and for much of the information given in this report.

INCREASED PRODUCTION

Russia has been faced with a total collapse of the economic fabric on which the state rests. This has compelled the Government to adopt a radical change in policy and to renounce certain of the principles of Communism. The new economic policy introduced last spring as a means of reorganizing the agriculture and industries of the country will be reviewed later on in this report.

The production of food has fallen off to about one-half of the total amount produced in Russia before the war, while it is no exaggeration to state that the industrial production is now only one-tenth of what it was in 1913. There is no need here to examine the extent to which the nationalization of industries and the confiscation of foodstuffs has contributed to this decline in production.

The decreased industrial production and the cessation of foreign trade has interrupted the normal economic relation of town and country. The peasants have no incentive to produce food in excess of their own requirements, because they are unable to obtain with the surplus food the manufactured articles which they need. Shortage of food has reacted unfavourably on the production of coal and other fuel, since it has been impossible to feed the usual number of workers in the coal mines and forests. Factories have suffered on account of the shortage both of fuel and of food for the workers, and the transport services have been disorganized as a result of the lack of

fuel, as well as of food with which to feed the workers in repair shops and rolling stock factories. Disorganized transport has added further to the difficulties of supplying food for the workers in the towns, mining districts, and forests. Added to all this, there has been the gradual deterioration and destruction of factory, transport, and agricultural equipment, which cannot be replaced for reasons above stated. It is therefore seen that Food, Fuel, and Transport are the three great economic problems which the Government has to face. These three factors comprise a vicious circle, since each is largely dependent on the other two for solution. It is necessary to examine somewhat closely the position in regard to each of these three factors.

FOOD

Food is the principal factor in the present economic situation in Russia. The shortage of food is therefore the most pressing problem confronting the Government. According to official statistics the total agricultural production in Russia before the war amounted to 4,450,000,000 pouds* (79,500,000 tons) in terms of rye. The total in 1920 was 2,240,000,000 pouds (40,000,000 tons), or about 50 per cent of the normal. The total area under cultivation in the whole of Russia has decreased approximately 30 per cent, while in certain areas—e.g. the Volga valley—the percentage is as high as 45 per cent. The area of spring-sown crops has slightly increased this year as compared with 1920, but not to any appreciable extent.

In order to induce the peasants to increase the area under cultivation, the Government have abandoned their system of requisitioning and confiscation of food from the peasants and have substituted the "produce tax." This is supposed to be a 10 per cent levy on the yield of the crops, and its introduction has met with universal approval among the peasantry, who greatly resented the system of grain requisitions. The "produce tax" is based upon the amount of cultivated land held by each person, cultivated land lying fallow being included in the calculation. Allowances are then made for the state of the harvest in the particular district concerned. A local committee meets and decides under what category the harvest for the year should be placed. In this way deductions from the tax are made for a poor harvest, and in the case of a total failure of the crops no tax is collected.

On the basis of the total agricultural production for last year, the government estimated that the "produce tax" for 1921 should yield 240,000,000 pouds, i.e., approximately 10 per cent of the total yield of 1920. Of this amount, however, 60,000,000 pouds were to come from the Volga provinces and other districts where there had been a total failure of the crops. The famine has accordingly brought about a crisis in the arrangements for supplying food to the towns and for the army. Instead of receiving grain from the Volga valley, the government will have to ship food to these provinces, which formerly produced a considerable surplus available for the towns. Deducting the amount expected to be received from the famine area, it is seen that the total yield of the "produce tax" could not be more than 180,000,000 pouds. It is estimated that the total amount of foodstuffs required for the Red Army, the industrial workers, state employees, and the inhabitants of the towns is approximately 360,000,000 pouds, or double the probable yield of the "produce tax."

In view of the above position, it is evident that the government must take drastic steps in order to procure sufficient foodstuffs for the non-agricultural population, not to mention famine relief. It is easy, therefore, to understand that the Soviet Government's purchases abroad are to be confined chiefly to food products. Various measures are being adopted in order to cope with the food shortage, and every effort is being made to reduce the staffs of Soviet Government institutions and nationalized factories. For this purpose what is known as the "system of collective supply" has been introduced. As a means of decreasing the staffs of state and other undertakings a collective

* 1 poud=36 pounds.

quantity of foodstuffs is designated for each factory, provided the production of the factory reaches a certain total, but the same collective amount of food is given no matter whether the number of employees has decreased or increased in the interval. It is to the interest of the employees, therefore, to reduce their numbers and to attain the same production with a less number of workers. The state is arranging to provide for workers eliminated by this system, and will draft them on to the government model farms or peasant handicraft industries where they can be more readily supplied with food. By such means, and through cutting down the number of state-controlled factories, the authorities are seeking to reduce the number of workers for whom they are obliged to provide food.

THE FAMINE

The famine in the Volga provinces has brought the food crisis to a head, through rendering a burden of those districts from which the government hoped to obtain a quarter of the total yield of the "produce tax." The immediate cause of the famine is the long drought of the past summer, which burnt up the grain crops throughout the Volga valley. The total rainfall, including snow, over this area, from October 1, 1920, up to June 30, 1921, was 2·75 inches as compared with an average of 14 inches during the last ten years. An early thaw was followed by a period of almost complete absence of rainfall. Towards the end of August rain commenced to fall, but too late to save the grain. Thus although the oats have improved somewhat during September, the grain has not formed and the harvest can only be good for fodder. In many districts there has been an almost complete failure of crops. The writer talked to peasants who said that out of ten pouds of grain sown they had received back only three pouds. What makes the drought so serious in the Volga valley is the almost total absence of reserve stocks of grain and the decreased area of cultivated land as compared with normal years. The requisitioning of grain has been particularly severe in the Volga valley, since up to the end of 1919 the Red front against Kolchack was not far from the Volga, and these provinces were forced to supply the bulk of the grain for the army. This had led to a number of abortive peasant risings which inevitably resulted in the destruction of grain stocks.

The population of the famine area, therefore, depends upon supplies sent from other parts of Russia or from abroad. What crops were gathered are now being consumed, and while in certain districts the peasants will be able to subsist for a month or two on the yield of potatoes, cabbage, etc., the majority are already reduced to eating a coarse bread made from grass, acorns, or any other substitutes for grain which they can find. The total population affected has been placed by Kameneff, head of the Russian Famine Committee, at 22,000,000, of which over 6,000,000 are children. Of these it is thought 7,500,000 will be able to subsist without outside assistance. In order to provide the remainder with a ration of 1 pound of grain per head a day, it is estimated that 59,000,000 pouds are required.

Obviously, in view of the general food situation reviewed above, it is impossible for the Government to provide so much grain from its own resources. They intend, however, to make every effort to furnish such relief as is possible and for this purpose are buying foodstuffs abroad. The first efforts of the Government have been to supply the famine area with seed grain for the autumn sowing and in this they have been successful, thereby averting what would have been a calamity. It was estimated that, apart from the seed grain available in the famine area itself, some 12,500,000 pouds of seed grain were required. Of this quantity 11,650,000 pouds had been shipped to the famine area by the middle of September, and the writer was a witness to the fact that the peasants were actually planting the seed. Over 9,500,000 pouds of this seed grain were supplied from other provinces of Russia, chiefly from the "produce tax" stores, while 34,300 tons were imported from foreign countries. The

total quantity of seed purchased abroad by the Russian Government and delivered at Petrograd, Reval, and Riga by September 15 amounted to 45,750 tons, obtained as follows:—

Sweden	19,680 tons
Latvia	9,300 "
Great Britain	9,170 "
Esthonia	6,650 "
Lithuania	950 "

Fortunately, the harvest in certain other parts of Russia has been good, notably in the Ukraine, Northwest Russia, Moscow Province and Western Siberia. It is not yet known what surpluses these areas will have available for shipment to the famine area. Collections of the "produce tax" are reported to be proceeding favourably. On the other hand there has been a failure of crops in the Crimea, Ekaterinoslav Province, and in the Don Cossacks Territory, so that part of the grain surplus from the Ukraine will have to be shipped to these districts. From all reports little grain will be forthcoming from Siberia for shipment to the Volga.

FUEL

Shortage of fuel has been another of the serious difficulties against which the Government has had to contend. This factor has further restricted industrial production, which had already greatly declined from causes connected with the nationalization of factories and the general disorganization consequent upon the Revolution. Lack of fuel has also greatly hampered the operation of the railways and it is stated that over 1,700 locomotives are standing idle for want of fuel.

Russia before the war was plentifully supplied with coal, oil and wood fuel. The output of coal from Russian coal mines exceeded 2,000,000,000 pouds a year. The principal coal field was the Donetz basin, which produced 150,000,000 pouds a month prior to 1917. The output from the Donetz basin has now fallen off, until in June of this year only 18,015,000 pouds were produced; and this output is little more than sufficient to supply the needs of the colliery area itself. The production of coal in the Donetz basin rises and falls, as witness the following figures:—

April, 1921	29,928,000 pouds
May, 1921	24,331,000 "
June, 1921	18,015,000 "

1 poud=36 ponds.

The chief reason for the fluctuation in coal output has been the difficulty of providing food for the workers in the coal fields, and this has added to other causes to reduce the coal production of Russia to its present low figure. The following table shows the output of the Russian coal producing areas during the first six months of 1921:—

*Output of Coal—First Six Months of 1921**

	Pouds
Donetz Basin	157,631,000
Moscow Basin	23,076,000
Borovitcksky Mines	626,000
Urals	33,716,000
Siberia	37,743,000
Turkestan	3,460,000
Total	258,642,000

* From Moscow *Economic Life* of September 14, 1921.

The present output of coal is therefore about one-fifth of the pre-war production of Russian coal mines.

There are fairly extensive peat beds in many districts of Central and Northern Russia, and these are now being utilized to offset the shortage in other kinds of fuel.

The electric station at Moscow is being operated chiefly on peat fuel, while stacks of peat may be seen in the public squares of Petrograd, being reserve stores for the heating of houses and public buildings during the winter.

With regard to oil, this fuel is becoming increasingly used in Russia as a substitute for coal, but the difficulty is in the transport from the oil fields. The production during the first six months of 1921 is given in official statistics at 2,030,000 tons, which is a slight improvement over last year. Lack of tugs on the Volga and of tank cars for transport on the railways has hindered the distribution of oil to consuming centres in Central Russia. The Government have therefore placed orders in Canada and Germany for a considerable number of tank cars. During 1920 it is stated that 2,560,000 tons of oil were transported from Baku to Astrakhan, and from thence about 2,000,000 tons were shipped up the Volga for distribution in Central Russia. It is not so much production, therefore, as transport which has hindered the utilization of oil fuel in Russia.

With regard to wood fuel, it is difficult to give any accurate figures which illustrate the present position. Northern Russia is covered with forests, but there is a great shortage of wood for heating purposes and for fuel for the railways. Various causes have contributed to the shortage of wood fuel, among which transport, lack of food in the forest districts, and shortage of tools are among the most important factors. There is great suffering in the cities during the winter owing to insufficiency of wood for heating the houses. Thus it is estimated that Petrograd will only have one quarter of the normal quantity of wood required for heating purposes during the coming winter. As a result, it will be possible to heat only two rooms in every lodgment.

TRANSPORT

The demands on the railway facilities of the country have greatly decreased with the cessation of military operations. Owing to decreased production the amount of traffic to be moved is not great in comparison with former years. For these reasons there has been an improvement in the railway services during the past year. Russia has placed orders abroad for new locomotives, and the first of these have commenced to arrive. According to figures published in the Moscow *Economic Life* of September 10, the number of locomotives in working order in June, 1921, was 7,263 out of 18,933, which is given as the figure for total number of locomotives in Russia. The percentage of unworkable locomotives is shown to have increased from 56·7 per cent in December, 1920, to 58·4 per cent in June, 1921. The reasons given are the fall in the standard of work on the locomotives undergoing medium repairs. The number of such locomotives is placed at 5,092.

The number of sound locomotives per 100 versts (66 miles) of line is about 11·4 as compared with 27·5 (from the *Russian Economist*) before the war.

There is no great deficiency of railway cars, except of tank cars for carrying oil. The total number of railway cars in June, 1921, is given in *Economic Life* at 444,043, of which 122,083 or 27·5 per cent were not in working order.

Information as to the actual freight-carrying capacity of the Russian railways is difficult to obtain. It should be recognized that, in view of their military and economic importance, the Government has made great efforts to maintain the working efficiency of the railways. The great difficulties have been the repairing of locomotives due to the general fall in industrial production and lack of food for the workers, together with the fuel shortage. As stated above, over 1,700 of the locomotives in running order are standing idle for want of fuel. It has only been with great efforts that the authorities have been able to maintain the percentage of sound locomotives and effect ordinary current repairs.

With regard to running time, there are a limited number of fast passenger trains available to officials and privileged travellers, which run only a little behind pre-war running time. The writer travelled from Riga to Moscow in thirty-six hours, which, deducting an eight-hour delay at the frontier, is only a few hours

longer than the time taken before the war. There is a train three times a week between Moscow and Petrograd, which makes the journey in fourteen hours as compared with twelve hours prior to 1917. A fast train goes from Moscow to Omsk twice a week in four days, which is a day longer than the time taken by the pre-Revolution Trans-Siberian Express. The post trains take from 50 to 100 per cent longer to make the journey than these fast trains. Freight traffic moves slowly unless placed in a favoured category such as seed grain for the famine area, which appeared to be transported relatively well. The first provision train of the American Relief Administration took about fifty-four hours between Moscow and Kazan, a distance of slightly over 500 miles. On the other hand, the limited transport facilities have been one of the chief causes of the general economic disorganization of the country, anad have especially affected the supply of food and fuel for the industrial districts. For this reason the Government has been utilizing a large proportion of its resources to purchase railway material and supplies in foreign countries.

RAILWAY MATERIAL ORDERS

In order to obtain abroad new locomotives and other railway material, the Russian Government sent last year to Germany a Central Railway Committee headed by M. Lomonosov. This committee has placed orders to a total value of about $115,000,000.

The principal orders have been for 720 new locomotives of a uniform type and with reserve parts from Germany. The first of these locomotives are now being delivered at Petrograd.

The factory of Nydquist and Holm in Sweden has been taken over for a period of five years and has been reconstructed. This factory is expected to turn out 1,000 locomotives during this period. Of these eighteen are reported to have been already completed, and three have arrived in Russia. The factory is to be run under Russian supervision, and the output will eventually reach 350 locomotives a year.

Other orders placed in Germany include 100,000 tons of steel rails and fittings. Tank cars to the number of 1,000 have been ordered from a British and German syndicate, and a further 500 tank cars from a Canadian corporation.

Payment for the above orders has been effected chiefly out of gold shipped to Sweden. Lately there has been considerable criticism in a section of the Russian Communist press against the Central Railway Committee for placing such large orders for new locomotives, when there are locomotives in Russia standing idle for want of fuel. The contention of the committee is that it is better to have a few sound locomotives than to be continually patching up the old ones. It is not yet clear to what extent the programme for buying railway material abroad will have to be modified in view of the great need in Russia for foodstuffs.

INDUSTRIAL PRODUCTION

In 1918, a few months after the Bolshevic Revolution of November, 1917, the Government commenced to nationalize the manufacturing industries of Russia. During the year 1918 the number of factories and works nationalized was 1,125. By the end of 1919 the number had been increased to 4,000, which comprised practically all the large and medium scale undertakings in Russia. The textile and metal industries were among the first to be nationalized, while the electrical industry was practically the last. The nationalized industries were placed under the control of the Supreme Council of National Economy, a special board being created for the operation of each separate industry.

For reasons generally known, the nationalization of industry in Russia has resulted in a great decrease in production. The causes of this decline in production are many, and it suffices to mention the lack of experienced management, the absence of incentive, the interference of workmen's committees, the gradual deterioration of

equipment, and lack of raw material and fuel. There is not the space here to deal with the situation in regard to each industry, but the following table giving the approximate percentage of output in 1920, as compared with the pre-war production, will illustrate the effects of the nationalization on leading industries:—

Industry	Percentage of 1920 to pre-war output
Cotton	6.7 per cent
Woollen	33.0 "
Linen	25.0 "
Rubber	5.0 "
Paper	22.0 "
Matches	15.0 "
Sugar	6.0 "
Woodworking	15.0 "
Cast iron	2.3 "
Agricultural machinery	1.5 to 13.7 per cent
Iron ore	2.0 per cent
Copper	0.6 "
Salt	17.0 "
Coal	20.0 "
Naphtha	40.0 "

The following statistics taken from Soviet Government sources show the total output in certain industries during the first six months of 1921, together with the figures for the corresponding period of 1920, thereby indicating to what extent there has been an improvement since the beginning of the present year:—

		First six months of 1920	First six months of 1921
Cast iron	tons	46,600	60,000
Rolled steel	"	83,000	83,000
Locomotive spare parts		375,000	440,000
Cotton spinning	lb.	9,360,000	19,080,000
Woollens	yards	7,000,000	10,000,000
Linen	"	22,000,000	19,800,000
Paper	tons	15,000	16,000
Cellulose	"	6,600	6,300
Wood-pulp	"	6,600	7,300

Lack of raw material is beginning to threaten absolute stoppage to certain industries. This factor especially affects the textile industries. The supplies of raw cotton are nearing exhaustion, and Turkestan can only furnish limited quantities, as much of the ground devoted to cotton growing is now being utilized for food production. Similarly, home supplies of wool have been diminished through loss of whole flocks of sheep. The shortage of pig-iron is also becoming acute.

The falling off in industrial production has had the same effect as the decrease in cultivated area had in regard to agriculture. Whereas in the latter case the Government was forced to substitute a definite "produce tax" for the former requisitions of grain from the peasants, this change of policy has its counterpart in regard to industries in the new policy for leasing of factories and for granting of concessions to foreigners. This is also embraced in what is known as the "New Economic Policy."

THE NEW ECONOMIC POLICY

Last spring the proposals for a "new economic policy" were introduced before the All-Russian Congress of Soviets by Lenin, and received the approval of the Congress and of the Communist party. Since then a whole series of decrees have been issued carrying the new policy into effect. One of the first of these decrees was that of March 30 last, permitting freedom of trade and allowing peasants and town workers to barter and trade with one another. What this means can only be realized when it is understood that previous to this decree all buying and selling had been prohibited and supplies were controlled and distributed by the State on the ration system. This decree has served to greatly improve the lot of the individual in Russia, since he is at liberty to buy and sell what he wishes. The Government has

now gone a step further and grants licenses for the opening of stores and restaurants, the owners leasing the premises from the State at a fixed rental. As a result of this decree, stores and restaurants have opened in the principal cities, and the number is constantly increasing.

Another direction in which the "new economic policy" has been put into effect is the decision of the State to charge for such services as it renders, instead of the former system of free service to those entitled to it. Thus rents for houses and shops; payment for postage, telegrams, and telephones; railway and tramway fares; taxes on trading certificates, on turnover, etc., have all been reintroduced. Houses are being returned to private persons, generally to the former owners, who are responsible for collecting the rent and keeping the premises in good order. All these measures indicate a distinct advance towards the restoration of former conditions and away from the Communist system. On the other hand, the Soviet Government still does not recognize the right of private parties to own landed property. All property belongs to the State by Sovereign Right and may only be leased or loaned to private parties for their use.

There can be no doubt that the new measures so far introduced have brought great benefit to the Russian people, although a certain amount of confusion has been caused by the transition, such as for instance the sudden disappearance of free rations without any corresponding increase in wages and salaries.

LEASING OF FACTORIES

In regard to industry, the "new economic policy" has taken the direction of leasing of factories to co-operative societies, associations of workmen, or private parties, even to former owners. In practice the former owners are recognized as those most competent to take over the factories, and hence undertakings are usually leased to them if there is no co-operative society or association of workmen which desires to assume control. The Soviet Government has decided to retain in its own hands those establishments which can be most easily supplied with raw materials, food, and fuel, and also those industries which are of State importance—i.e. key industries, particularly the large scale industry. With regard to the latter the "new economic policy" is to combine the State undertakings as far as is possible into trusts or syndicates which are to be run on commercial lines. This point is of great interest and is really another confession of failure of the policy of nationalization. It remains to be seen how far this new policy will be successful.

A point of interest in connection with the formation of these State industrial trusts is that the administration will be at liberty to purchase with its own resources necessary supplies and material abroad, but this will have to be done through the organizations of the Commissariat for Foreign Trade.

Except those factories indicated above which are to remain nationalized, all secondary undertakings are to be either closed or handed over to individuals or groups to be operated by them on a leasehold basis. Already the State has commenced in this manner to reduce the number of undertakings under its control. In nearly all cases a percentage of the output is the basis of the rental for the factory. Thus a soap works in Petrograd was leased to an association of workmen for a rental of 10 per cent of the production of the factory. In Moscow 248 applications had been received by August 30 for leasing 203 workshops and factories. Of these applications 142 were from private individuals, 81 being from former owners.

The main object held in view in drawing up the "new economic policy" as regards industry has been increased production. Thus a minimum output is usually specified in the terms of lease of factories to individuals or groups. In the case of the new State-controlled industrial trusts, the system of "collective supply," referred to earlier in this report, has as one of its objects the increase of production. Food and other necessaries are to be assigned to the workers collectively, provided a certain production is attained by the factory, and bonuses in kind are to be given if this production is exceeded.

CONCESSIONS TO FOREIGNERS

The Soviet Government recognizes that the aid of foreign capital is necessary in the restoration of Russian industry. There has therefore been drawn up the policy which will govern the granting of concessions to foreign capitalists. This policy is similar to the terms on which factories are leased to individuals or groups as outlined above. Concessions are to be granted to foreigners for a term of years on a leasehold basis, payment being usually in the form of a percentage of the gross output. The concessionaire will be free to dispose of the products of the concession as he wishes, but the Government retains the right to purchase part of the output, should it so desire, at prices to be agreed upon. The concessionaire will be obliged to import food and necessities to be sold at cost to the workmen on the concession.

While no list of available concessions exists, the Government desires, so far as is possible, to confine concessions to the outlying parts of Russia, such as the northern timber areas, Siberia, the Urals, and the Caucasus. The Government, however, is prepared to consider any proposal for the taking up of a concession. Negotiations have been proceeding with foreign capitalists for, among others, iron ore, timber, match, paper, and gold-mining concessions.

Intending concessionaires have to negotiate with the Concessions Department of the Supreme Council of National Economy at Moscow. When the Concessions Agreement is concluded, there must be attached a " collective agreement " to be concluded with the All-Russian Council of Trade Unions. This " collective agreement " stipulates the terms on which labour is to be employed on the concession. The Government has secured certain exceptions to the general labour legislation of Russia, which are not to apply to concessions granted to foreigners. The labour clauses have been one of the chief obstacles to the conclusion of concessions agreements by certain foreign groups, notably the British Corporation known as the Russo-Asiatic Consolidated Limited, who recently negotiated for the return of their mining properties. Full particulars as to the principles on which concessions will be granted to foreigners in Russia, and the labour clauses to be adhered to by intending concessionaires, have been forwarded to the Department of Trade and Commerce, Ottawa, and may be borrowed by bona-fide Canadian firms and institutions. (Refer File No. 27677).

It remains to be observed in connection with the granting of concessions and the leasing of factories that this policy is a breaking away from the strict principles of Communism and as such has been resented by extremist elements in the Communist Party. It should, however, be remembered that this step had been largely forced on the Soviet Government by the pressure of events, in which the discontent of the workers played no small a part. It is open to question therefore whether a return to the strict Communist system will be possible from the force of circumstances, although this is the expressed desire of many Communists.

THE ROLE OF CO-OPERATION

Another phase of the " new economic policy " is the resuscitation of the co-operative movement. Greater freedom has been given to the co-operative societies, and co-operation has been resorted to as one of the principal means of obtaining food from the peasants by supplying them with the manufactured articles which they require. At the commencement of this report it was pointed out that the lack of manufactured articles had disturbed the normal relation between town and country. The Soviet Government is now making every effort to re-establish this normal relation, and the co-operative movement is to be utilized for this purpose.

For two years after the revolution of November, 1917, the Soviet Government hesitated to interfere to too great an extent with the co-operative movement. However, during the year 1920 the co-operative societies were nationalized and reduced

to subordinate assistants of the Commissariat of Food. With the introduction of the "new economic policy," and the decrees allowing the peasants to freely dispose of the bulk of their produce, it was decided to restore the co-operative movement to a position of relative independence. In May of this year therefore the Central Consumers Co-operative Association ("Centrosoyuz") was given the task of putting into effect the "goods exchange" operation, which means the organized exchange of manufactured articles for agricultural produce.

The nationalization of the co-operative societies greatly weakened what had been a powerful movement in Russia. The co-operative organization is therefore not able to operate as efficiently as heretofore. State financial support has been withdrawn, but the question of reviving co-operative credit and banking institutions is being discussed.

The collections of grain by the "Centrosoyuz" from May to August of this year in exchange for manufactured goods have amounted to some 700,000 pouds. It is too early yet to judge of the success of this latest experiment in Soviet State economy.

The *Russian Information and Review,* a Soviet Government publication, gives the following list of the stores of manufactured goods put at the disposal of "Centrosoyuz" by the end of August for the purpose of bartering with the peasants for grain and other food:—

Cloth	yards	21,500,000
Thread	gross	9,000
Kerosene	tons	14,350
Matches	boxes	52,000
Crockery	tons	110
Scythes		539,000
Salt	tons	2,300
Tobacco	"	330
Cigarettes		40,000,000

The total value of the above stores is stated to be approximately $7,750,000.

RE-ESTABLISHMENT OF PRIVATE TRADING

There has recently been reported by the British Commercial Mission in Moscow a further step in the direction of de-control of Russian trade. Hitherto all trade with foreign countries has been controlled by the Commissariat for Foreign Trade through its organs abroad. Recently by special agreement with the above Commissariat a company has been formed, known as the Russian Export and Import Company. The principals of this company are all well-known Moscow merchants, who were prominent in Russian business circles before the war. The company is to do business with foreign countries on behalf of the Soviet Government. A stock of goods comprising flax, goatskins, horsehair, bristles, caviare, and scrap iron, has been handed over to the company for disposal abroad on a commission basis. Presumably with the funds realized from the sale of these goods the company is to purchase foreign goods required in Russia. The total value of the stock of goods handed over to the company is about $100,000, and it is expected that the director of the company will shortly be leaving Russia to arrange for the sale of these goods in foreign countries.

EXPORTABLE SURPLUS

Speaking generally, it may be said that there are no agricultural or manufactured stocks of any considerable value available for export from Soviet Russia. The export programme for 1921 of the Commissariat for Foreign Trade provides for the shipment abroad of many commodities, but apart from timber and flax the quantities were insignificant. This programme, however, includes the export of the following quantities of precious metals and stones:—

23,263 pouds of gold.
15,000 pouds of silver.
130 pouds of platinum.
18,901 carats of precious stones.

1 poud=36 lbs.

After precious metals and stones, the most important export commodity is timber. Quantities of timber are reported to have been sent to Petrograd and Archangel for shipment abroad. The amount available at the former port by the end of July is stated to be 30,000 standards, while from Archangel it is reported that 130,000 standards will be eventually available for export, of which 50,000 standards are ready for loading. Cargoes of deal and pine amounting to over 10,000 standards have arrived in Great Britain from Petrograd and two cargoes from Archangel. Timber brokers state that while all this timber is evidently from old stocks, the shipments received from Petrograd are not in as good condition as those from Archangel. In the latter case the quality was equal to the best timber received from Russia before the war.

With regard to flax, sales in Great Britain up to the end of August, 1921, totalled £168,000. A quantity of flax was also sent to Germany. It is not likely that any other considerable shipments of flax will be made from Soviet Russia, as the quantities of this commodity available for export are not large owing to the decrease in the area cultivated with flax.

A quantity of furs are reported to be ready for shipment from Petrograd. Other commodities which are stated to be available for export from Soviet Russia in small quantities are bristles, goatskins, horsehair, manganese, caviare and wool.

FUTURE PROSPECTS

With regard to the future, it can only be stated that Russia is a country rich in natural resources of agriculture, forests and minerals, and that when once the necessary conditions for recovery have been established, the process should be rapid. Two conclusions are therefore forced upon one in studying the present economic situation, viz:—

(1) That Russia is capable of rapid recovery, given favourable conditions.

(2) That this recovery cannot take place without the aid of foreign capital and experience.

An important factor is thus the degree in which the Russian Government succeeds in soliciting the assistance of foreign capital in the restoration of Russia. When the country does commence to recover, the opportunities for trade will be almost unlimited, and it should therefore well repay Canadians to closely follow developments in Russia.

The next report to be published in the *Weekly Bulletin* will give particulars of the Soviet Government's purchases in foreign countries, together with a review of the prospective import programme, showing how the latter has been altered by the famine and the need for concentrating on purchases of foodstuffs.

ADVERTISING MATTER FOR SINGAPORE

The Officer-in-Charge of the Office of H.M. Trade Commissioner at Singapore reports that his attention has frequently been drawn by local chemists and druggists to the failure of United Kingdom firms to supply effective advertising matter for shop-window and counter display, says the British *Board of Trade Journal*.

He points out that this method of advertising is far more effective in the East than newspaper advertisements and that chemists find that the prominent display of effective showcards, together with a good window display, has a very appreciable effect on sales. Comparatively speaking, only a very small percentage of the native population read the local papers.

The supply of "dummies," to provide a good window display, and cardboard stands, is also important, as, owing to the heat and sunlight, articles deteriorate with extreme rapidity if shown in the shop window.

GENERAL CONDITIONS IN JAPAN

Trade Commissioner A. E. Bryan

Yokohama, October 1, 1921.—Business generally has been on the up grade during the last ten days. There seems to be a break in the clouds, and importers are having better results in their sales campaign. While there are still stocks of certain goods held by importers, the general opinion prevails now that these must be sold and loss taken as already has been done by most important concerns. As an example, the writer visited one large firm in Tokyo which still had stocks of Canadian paper in their warehouses purchased in 1919. They were disposing of this a few bales at a time, and expected to clean it all up by the end of the month. They were therefore interested in new samples, prices, etc., and intimated that fresh business in this particular grade of paper would be given Canadian mills in the near future. These same conditions have applied in almost every line during the last year and a half. Japanese purchasers overbought in 1919 and 1920, and as a result the local merchants, knowing these stocks were in the country, have delayed buying until they were sure the lowest prices prevailed.

Now, however, it may be said that at least 85 per cent of such stocks have been disposed of and that importers are looking out for new supplies. The Japanese is a keen buyer and considers the purchase from every source until he has satisfied himself that he has the best possible quotations to work on. As a result it takes a little time to get your client to make up his mind finally, and to place the contract.

Another important point to take note of is the fact that, through the process of liquidation, those small firms—and in fact some of the larger ones too—which could not stand the pace have been forced to the wall, and that only those concerns which had the necessary financial strength have been able to pull through successfully. The result is that such firms who have been able to stand up through the crisis should be capable of fulfilling their obligations on any new business contracted.

EXPORT TRADE CONDITIONS

The export trade of Japan remains for the most part stagnant, due to the high prices that are prevalent. While in almost every other country prices of necessities have retarded in some cases to below pre-war levels, in this country prices are artificially kept high, and as long as this is the case Japan cannot hope to improve its overseas business. New schemes are always being hatched for forcing up prices, both by fixing conventional rates and by curtailing production. Japan still retains much of the money that she made during the war, and the purchasing power of the people remains high. It seems therefore that the Japanese profiteer is determined to get the last cent out of the public as long as they will stand for such high and artificial prices. As a result of this state of affairs importers are always looking for new openings for the foreign article, and we thus see such commodities as sugar, copper, flour, lumber, imported in increased shipments. In order to counterbalance these imports, the home manufacturers are all crying for increased protection in the way of higher duties, and it is not at all unlikely that the authorities will again revise the tariff in the near future.

At the same time the country has been experiencing many labour disputes, all of which have resulted in higher wages to the workmen. In Kobe recently there was a combined strike of the two principal shipyards, when for more than three weeks 30,000 workmen not only went out on strike, but actually took charge for a time of one of the plants until forced out by military assistance. The chief demands of the workmen are not only for increases in wages, but especially for the right of collective bargaining, recognition of trade unions, and better security for the future.

The knowledge that the economic depression continues, and with it the danger that he may lose his job at any moment, has stirred on the workman to the fact that he must hold together for common protection, and better security.

EFFECT OF FLOODS ON RICE FIELD AND PRICES

During all September it has rained almost incessantly; in fact in Yokohama 20 inches of rain fell during the month. As a result many rivers overflowed, parts of the cities were flooded, many were thrown out of work, and last, but not least, the rice harvest will probably be damaged and the yield be 10 per cent under the normal. Fortunately other parts of Japan have not been so adversely affected by bad weather, but as it is, prices of rice have risen sharply, and it is said that importers have already contracted for 84,000 tons of rice from Saigon, Siam and California.

The high cost of everything in Japan is a common topic of discussion amongst newspapers, politicians and the general public, but nothing practical has been done to give relief, although many suggestions and plans have been adopted for the control of prices by city authorities; but all to no purpose. Rice being the barometer of Japanese business conditions, means that the prices of all other foodstuffs have lately advanced again, while the workmen must have more wages to live. As a result, prices of manufacturers' goods are much too high as compared with the figures ruling elsewhere.

FLOUR IMPORT TRADE OF SOUTH AFRICA

Trade Commissioner W. J. Egan

Cape Town, S.A., October 7, 1921.—For the five years, from 1910 inclusive, the average annual import of flour into the Union of South Africa was 712,000 bags of 196 pounds. During that period Australia's average annual export to the Union was 360,000 bags, and Canada's shipments averaged annually 257,108 bags. The only other country shipping in fair quantity was the United States of America, whose annual average was 18,508 bags.

For the following six years, which were, with the exception of 1919 and 1920, owing to war conditions, increasingly difficult as regards supply and shipping, we find new sources of supply for the Union, more particularly in the years 1917 and 1918.

The following tables showing quantities imported during that period will bring home the actual import facts, as well as pointing out the growth in production of wheat within the Union, and the return to normal quantity import by merchants in 1920, owing to a partial failure of the South African wheat crop.

QUANTITY IMPORT OF FLOUR INTO UNION OF SOUTH AFRICA, 1915-20

	1915	1916	1917	1918	1919	1920
			In bags of 196 lb.			
Total imports	365,000	432,735	274,306	120,400	276,940	730,573
Australia	8,336	286,700	176,300	71,800	255,026	514,000
Canada	267,400	142,570	24,017	478	204	151,000
South African Government Stores	......	......	......	......	......	274,000
United States	74,830	6,110	4,685	191	455	56,920
India	14,801	1,060	38,000	564	600	26
United Kingdom	340	100	10	......	......	5
Japan	......	......	5,800	......	......	27
Argentina	......	......	......	47,540	20,906	9,670
China	......	......	......	......	......	3,672
Hong Kong	......	......	......	......	......	130

For the first six months of this year the total imports are 145,403 bags, as compared with 228,214 bags, for the same period last year.

Owing to the experience the average citizen had last year in using standard Canadian flour, there is no doubt of a more general demand by the wholesale jobbers and large retailers for the counter trade and bakers who are not tied up to millers within the Union and Rhodesia.

There are many centres in these territories and the Belgian country to the north who specialize in good Canadian grades, but the bigger demand is for a quality approximating Canada's No. 3 export grade in 1914.

Last year's experience has also proved beneficial in bringing home in a decided way to the South African miller the value of Canadian flour for blending purposes, although in this connection the tendency is towards the purchase of Canadian wheat.

THE QUESTION OF PRICE

The hold on the import trade held by Australia is one due to price only—in fact Canadian flour, or wheat, would secure the greater portion of the trade if the price were within two shillings of Australia's quotations.

The brand of flour put upon the local market by the South African miller for general purposes, including bakers', is not as good as a number of Canadian grades. It is usually blended with Australian. Bakers who are in a position to purchase from the millers or wholesalers often purchase Canadian third grade, which they blend with their South African and Australian brands, and as a consequence secure not only a better bread, but a bigger batch than they would for the same quantity of South African flour. For up-country trade, the tendency is to purchase a better grade of Canadian flour than in the coast towns.

REPUTATION OF CANADIAN FLOUR ON THE MARKET

The only advantage Australian flour holds over Canadian flour is one of price, and one has yet to hear any criticism as to the quality of Canadian flour. Some idea of the value placed on Canadian flour by the South African millers is shown by the following extract taken from a circular letter sent out by one of the biggest millers in the Union: "All our products are milled from the best wheats obtainable, the only addition being a certain percentage of Canadian flour, which is manufactured from the finest Canadian wheat and is of excellent quality. The resultant blend of our own products with this Canadian flour is most satisfactory in every way."

In this connection it may be well to state that, when investigations were first made in 1913, there were quite a number of South African millers criticizing the extra price demanded by Canadian shippers for Canadian wheat, as compared with the prices offered for supposedly the same grades from United States ports. Having had in another field some experience as to Canadian grades from American ports, it was possible, in a few months, by securing Canadian Government grade samples, to convince the users that the Canadian standard grades of wheat from a Canadian dealer, shipped through a Canadian port, were worth a great deal more to them in value than the difference asked in price.

It is difficult to say exactly, but it is safe to state that half of the imported Australian flour is used by bakers. Up to last year fully 90 per cent of Canadian flour was used by the cake or bread manufacturers as a blender with either South African or Australian flour. In the future, the use of Canadian flour by the householder should increase.

TARIFF, PACKING, AND PRICES

The duty on flour entering the South African market, when imported from Canada, or any of the reciprocating British Dominions, is 2s. 3d. per 100 pounds, and 2s. 6d. from other countries.

The great bulk of the import is in bags of 98 and 196 pounds net weight. The outside bag is usually a good hessian, sometimes a strong twill sacking, and most importers insist on a white cotton bag lining.

There is a limited import of Australian flour in white cotton bags in 5 and 10-pound weights, packed respectively 40 and 20 bags to a large bag.

There seems to be a difference in the weight of outside sacking used for the 196-pound bags. It seems a heavier texture than the sacking used by Australian shippers for the 98-pound bag.

The latest Australian quotation is £18 5s. a ton of 2,000 pounds, shipped in 98-pound bags. The latest American and Canadian quotation is $4.70 in dollars, or 23s. 2d. sterling. All these quotations are c.i.f. South African ports.

The terms for Australia are 90 days letter of credit, and North American terms are 30 days letter of credit. With trading conditions and exchange at anything like normal, we believe that the old terms of c.i.f. against documents here for Canadian flour, will be effective again.

PORT FACILITIES

The port facilities in the Union are very good, as far as shed room and rail despatch is concerned. At Port Elizabeth, and sometimes East London, all freight is transferred to shore from the steamer by lighters.

Some consideration should be given by millers exporting to semi-tropical or tropical countries, with their winter shipments by rail to St. John. Dunnage for protection from frost is as essential on rail as dunnage and proper ventilation of holds in steamers carrying flour. Owing to some percentage of moisture in Canadian flour (whether inherent or some spraying process in manufacture), there has been in the past, on occasions, trouble on account of caking.

Although there are considerable stocks in hand of last year's flour, which was brought in duty free, there is a constant demand by the trade for information as to when Canadian quotations may be expected within a reasonable distance of Australian prices and terms.

LABOUR TROUBLES AFFECTING DELIVERY OF LOCOMOTIVES FOR NIGERIA

The severe handicap to overseas trade resulting from labour troubles in the United Kingdom (says the *London Times Trade Supplement*) is strikingly shown by Mr. E. M. Bland, general manager of the Nigerian Railways, in his administrative report, just published, for the year 1920.

The non-fulfilment of outstanding orders for locomotives, carriages, etc., greatly restricted our activities, says Mr. Bland, and it was only with the utmost difficulty and very great efforts on the part of the Locomotive Department that we are enabled to show such good results. "The failure to obtain the main line locomotives was the most serious aspect of the case. Deliveries of wagons were on the whole fairly satisfactory, and with our present stock we are in a position to move a much greater tonnage, given sufficient motive power. . . . . We are still short of 35 main line engines, four light gauge engines, and three light gauge shunting engines. The orders were sent home in 1918, but were not placed with the contractors until May, 1919, and at the time of writing, just two years later, we have received only five locomotives out of the 42 ordered."

Mr. Bland urges the necessity of bringing the railway equipment up to a state of efficiency, and suggests that a number of locomotives, carriages, and wagons be ordered as early as circumstances will permit. Compared to similar systems, he says, the Nigerian Railways are under-equipped in both engines and good vehicles.

GERMAN COMPETITION IN THE NORTH OF ENGLAND

TRADE COMMISSIONER J. E. RAY

Manchester, October 17, 1921.—As a great deal of anxiety is evident in several of the larger manufacturing centres regarding the effect of German competition, a few paragraphs on the subject may be of interest to Canadian manufacturers and exporters generally.

In order to ascertain the present and prospective effect of German competition upon the industries and trade of the north of England, the writer interviewed a number of business men whose opinions on the subject are worthy of respect. Quite naturally, they have studied the subject from the standpoint of their own particular industries, but their comments also embrace the effect of German competition upon British industry and trade as a whole.

PRE-WAR AND TO-DAY'S IMPORTS

As there are no statistics relating to the entire imports of Manchester and district available, it is necessary to utilize for illustrative purposes the statistics covering the total imports of the United Kingdom. The German commodities dealt with below enjoyed extensive sales in the north of England and midland counties in pre-war days, a good share of which sales doubtless passed into the hands of Canada during the war period. Canadian exporters, therefore, will naturally be anxious concerning their ability to retain the connections formed in face of German competition, existing or anticipated.

THE PRESENT CONDITION OF GERMANY

Considerations of Germany's financial and industrial condition are the main themes in the majority of British financial and trade journals published recently. A perusal of these journals reveals one of the strangest features of British thought on the subject. From alarm regarding the formidable character of anticipated German competition so apparent on every hand, fear is now expressed that Germany may collapse under the burden of a depreciated currency, and her progress in many foreign markets in which a few months ago she appeared to be slowly but surely advancing, be thus arrested.

An informative article recently appeared in the *Financial Times,* written by Mr. Malcolm Sumner, a New York attorney, who has just spent three months in Germany. In the course of the article he says: "Manufacturers who exhibited at the recent Leipzig Fair were much disappointed with the lack of orders received. This condition indicates and corroborates my own investigations, that while in many branches of trade Germany is still at work completing the last of old orders, like the rest of the world, her industries, with few exceptions, are now facing the realization of substantially diminished business.

"Unfortunately many believe that the lower the external value of the mark falls the more advantageous it is to German industry in capturing and permanently holding the export trade. This fallacy is daily becoming more evident, not only to a large class in Germany who believed it, but also to those in England and the United States who were disconcerted, and therefore convinced by the way Germany, with its accumulated stocks and debased paper-mark scale of wages, was able to fill the empty shelves of the world following the war. But this temporary advantage is passing, and it is again becoming a survival of the fittest.

"Again, with the exception of but very few of its manufactures, Germany, on account of its great financial stress, is no longer able to extend credit to its foreign customers, remotest of all, the long-term credits which were such an important factor in its pre-war export development, and which are a far greater essential in world trade to-day."

GERMAN COMPETITION IN RUBBER BOOTS AND SHOES

German competition in rubber boots and shoes has not yet asserted itself. In 1913, Great Britain imported from Germany 22,644 dozen pairs and only 66 dozen pairs from Canada; at the end of 1919, imports from the former source were *nil* while those from Canada had advanced to 79,012 dozen pairs. Figures for 1920 are not yet available, but the wholesalers interviewed do not anticipate any substantial offers of rubber boots and shoes from Germany for some considerable time to come. Great Britain's total imports (countries of origin not stated) in 1920, were 280,481 dozen pairs, the largest purchases for many years.

BROOMS AND BRUSHES

In pre-war days Germany held extensive connections among British importers of brooms and brushes. Of the total imports in 1913, which were nearly 2,000,000 dozens, she contributed 686,579 dozens. In the first year of peace she furnished 15,587 dozens, and it is well known that in 1920, she considerably increased that quantity. Germany specializes in the cheaper lines of carded gum, paste and paint brushes. During the last five years imports from Japan have grown enormously, while those from the United States have considerably decreased.

It is learned that the majority of Canadian brushes are too dear at the present time to compete even with British products.

MACHINERY AND TOOLS

German competition in machinery is undoubtedly asserting itself, and one firm interviewed to-day stated that lathes similar to the British lathe, for which £200 is being asked, are offered by Germany at less than £100. Of course, textile machinery, for which Lancashire is famed, is not affected by any foreign competition, and in fact, all the works are fully engaged on orders, mainly from India.

With regard to tools, the general opinion is that only in the cheaper lines is German competition felt. It is not likely to influence adversely sales of the higher grades of tools produced by Canada, such as axes, saws, and hammers. German pliers are back again in large numbers, and the prices defy British and American competition.

Approximately 35,000 tons of machinery came in from Germany in 1913, excluding typewriters and sewing machines. No figures are available regarding the quantities of mechanics' hand tools imported from Germany, but the value of "implements and tools (except machine tools) and parts thereof," was £165,758. In 1919 the value of the imports was only £4,602.

GENERAL HARDWARE

A number of articles handled by ironmongers are being received from Germany, such as aluminium utensils, galvanized hollowware, cheap house tools, wood towel racks, rollers, salt and soap boxes, locks, mops and hand-brooms, etc.

It was also learned from an important buyer of Canadian goods in Manchester, that the Belgians and Germans have practically captured the wire nail trade, and that tinmen's rivets and wood-screws are now being supplied at prices which put the Canadian makers out of the running, but German competition in washers, nuts and bolts does not yet appear to be formidable.

ENAMELLED WARES

As Canadian manufacturers increased their exports of enamelled wares to the United Kingdom from four cwt. in 1913 to about 11,000 cwt. in 1919, it is evident that they had obtained a good footing in the British market. It is feared, however,

that German competition will be much too strong to enable Canada to retain the connections formed. Quite apart from the increased output of British makers, compared with the war period, Belgian and German competition is growing apace, and the products of the latter countries are to be found in every store. An influential importer interviewed stated that German prices for enamelled ware are quite 60 per cent below those of British makers.

Germany contributed in the year 1913 over 225,000 cwt. towards the United Kingdom's total imports of 270,728 cwt.

CHEMICALS

An authority on the chemical trade, interviewed to-day, stated that doubtless German competition in chemicals is being felt at the present time, in spite of the fact that the British manufacturers are protected by the Safeguarding of Industries Bill. He cited examples of German quotations recently received which were less than half the price asked by North of England firms for similar products.

The chief chemicals exported by Germany to Great Britain in 1913 were: acetic acid, 2,634 cwt.; acetone, 8,619 cwt.; bleaching powder, 104,726 cwt.; coal products (not dyes), 54,356 cwt.; cream of tartar, 35,944 cwt.; nitrate of potash, 149,975 cwt.; soda, 87,645 cwt.; tartaric acid, 25,274 cwt.; and large quantities of minor chemicals.

FANCY LEATHER GOODS

In the heavier manufactures of leather the British makers have nothing to fear from Germany, and it is only in a few cheap lines of fancy bags that German competition is exhibiting itself at the present time. Manicure sets are arriving freely, and British makers cannot approach the prices at which they are being offered.

CONCLUSION

In concluding these brief notes on the influence of German competition, it should be stated that quite a number of Manchester importers interviewed complained of the instability of German quotations. Frequently an order is accepted by German manufacturers, who in due course write to say that the order cannot be executed unless the price is advanced, or else to make some excuse for non-delivery if it is discovered that the quotations were originally too low.

CHILE'S COMING TRADE REVIVAL

The determination of the Chilian Government to proceed with its public works programme, the gradual liquidation of stocks of Manchester goods by merchants at Valparaiso and other commercial centres, and the consequent despatch of replacement orders now coming to hand, together with the brighter outlook for the nitrate and other exports, are decidedly encouraging factors in the trade and commerce of this progressive South American State at the present time says the *British Export Gazette*. These signs of revival—small as they may be—have prompted numerous British manufacturers and exporters, with some of whom we have discussed the question, to reconsider various aspects of their representation in the market. It has not, for instance, hitherto been the general custom in Chile for groups of British firms, nor, so far as we are ware, of American, to appoint a joint and highly-technical representative to whom the individual agents could refer in such important matters as tendering, and who could with greater facility keep in touch with Government and other authorities in the matter of contracts concerning particular industries. But the success which the adoption of this system has brought to German makers of railway and construction material and electrical goods in particular in this and other markets has brought it into favourable prominence just now. In this connection it has to be remembered that Government plans alone as at present mapped out embrace road and bridge construction, the electrification and extension of railways, and harbour development.

CANADIAN SUCCESSES AT THE DAIRY SHOW IN LONDON

Trade Commissioner Harrison Watson

London, October 26, 1921.—The Dairy Show is probably the most popular of the purely Trade Exhibitions which are held in London each autumn, an important reason being that previous to the war excursions were run from the chief agricultural districts of the United Kingdom, which enabled a large attendance of farmers and others interested in agriculture. Although existing high railway fares have prevented the complete restoration of these facilities, the attendance at the show which was held at the Royal Agricultural Hall from October 17 to 21 was generally satisfactory.

In view of this concentration of dairy experts, the show has always been a favourable medium for propaganda, and in appreciation of this the management inaugurated a number of years ago special sections with awards for the display of what is designated "Colonial" produce. While the opportunity has been regularly taken advantage of by Australia and New Zealand, and has undoubtedly provided a successful medium for advertising their butter in particular, Canadian participation has been slight and intermittent.

Some years ago the Exhibition Commission, Ottawa, made a display of Canadian dairy products which attracted considerable attention, but it was not until last year that any similar Government action was taken; and then, unfortunately, the full display which the Ontario Department of Agriculture had contemplated was greatly reduced by the failure of some of the most important exhibits to arrive in time for the show, owing to delay in transportation. The defect was thoroughly remedied at this year's show by the excellent display of Ontario cheese, butter, eggs and poultry arranged for by the Hon. Manning W. Doherty, which, moreover, achieved the gratifying success of securing signal triumph in the cheese classes. In a class of nineteen entries for Colonial cheddar cheese, Ontario gained the following awards, and this despite the fact that the consignment was badly knocked about in transit, many of the boxes being broken: 1st prize, Hansen challenge trophy, silver medal, gold medal; 2nd prize, silver medal; 3rd prize, bronze medal; also one "commended."

The cheese was placed on the competition bench without any preparation whatever, while nearly all the other overseas entries had been scraped and cleaned and even polished, but although the Ontario cheese outwardly looked rough in comparison, the quality was so superior that the judges had no hesitation in awarding all the prizes to the Ontario entries.

Participation was not, however, confined to Ontario, because Manitoba butter was shown by the Crescent Pure Milk Co., of Winnipeg, and the Shoal Lake Creamery Co., of Shoal Lake. Unfortunately, however, neither these nor the Ontario Government butter exhibits were successful in securing the awards, which as in the past went to Australasia.

It seems a favourable opportunity for again emphasizing the advantages which this exhibition and its two annual forerunners: the Grocers', and the Bakers' and Confectioners',—each of which latter are also held at the Agricultural Hall and last over a week—offer to Canadian manufacturers of articles of food who wish to secure a market in the United Kingdom. All these exhibitions have the advantage of organization based upon long experience, and are popular with the trade.

TURKEYS IN DEMAND IN THE MANCHESTER DISTRICT

Mr. J. E. Ray, Canadian Trade Commissioner at Manchester, has cabled requesting quotations on turkeys for Manchester firms. These are not usually marketed until the latter part of November or early in December, but Canadian producers who are considering the possibility of marketing turkeys in the Manchester district should communicate with the Trade Commissioner, 4 St. Ann's Square, Manchester (cable address *Cantracom.*)

THE CUBAN LUMBER MARKET FOR 1921-22

Trade Commissioner G. R. Stevens

Havana, October 27, 1921.—The lumber trade of Cuba is faced with a very stagnant season. October, November and December are the most active months of the year for imports, and to date there have been practically no parcels coming forward at all. It is in October that the schooners slip away from the North Atlantic coast, heading south for the winter trading in the Caribbean. These windjammers in normal times have come laden to the spars with Maritime Provinces spruce, but there is only an occasional lumber charter amongst a fleet in ballast this year. Cuba is in a better position to sell Canadian spruce than to buy it.

WOODS IN DEMAND

The lumber requirements of Cuba amount to about 225,000,000 feet yearly. Of these imports, yellow pine is the predominant wood. In an average year, the Gulf ports ship from 150,000,000 to 200,000,000 feet of this timber to Cuba, where it serves for all general building purposes. This pine is comparatively cheap, it works well, the multitudinous insect life of the tropics finds no nutriment in it, and it endures reasonably under lack of paint and in the presence of bad weather. In addition to the yellow pine, the Southern States likewise supply a certain amount of white pine, but not more than a few million feet annually. This latter wood is high in price—which is a venial sin for Cubans—and it is used only for the higher class of finishings. Then spruce is imported to the extent of about twenty million feet yearly, and is used mostly for sashes and doors, box shooks, cheap coffins, and general trim. Spruce, however, does not wear as well under tropical conditions as pine, having a small content of turpentine to annoy the insects, and also weathering more rapidly. Likewise, the lumber importers claim that the Pacific spruce is not sufficiently free from knots to avoid exorbitant waste in working. Together with the foregoing principal woods, limited quantities of cypress, cedar, redwood, and native woods are consumed in Cuba, but Canada's interest in this market in the past has been bounded by the demands for limited quantities of white pine, and considerably larger openings for Maritime Provinces spruce.

DOUGLAS FIR TRIAL SHIPMENTS

Last spring, however, a new timber appeared in the field in the form of Douglas fir, brought from the Pacific coast by rail and landed in Cuba at a price which considerably undercut spruce and yellow pine. This Douglas fir was more or less of a trial shipment, and it was speedily distributed. To date no reports upon its value for tropical uses are available, but such reports will be exceedingly valuable, since an important market may hinge upon the success or failure of this experiment. In the Southern States, yellow pine is becoming scarcer, and higher manufacturing costs are indicated. If the Pacific coast can meet the prices of Gulf pine at present, it would suggest that in the future the Gulf mills will find their monopoly of the Cuban market to be challenged. The great advantage of the shippers of yellow pine lies in transportation, but if a quantity demand for Douglas fir should develop, it is fair to suppose that the schooners would speedily find the route, and Oregon and British Columbia would be able to obtain comparatively cheap carriage to the Caribbean. However, as the market stands at present, the future of Douglas fir probably depends less upon ability to deliver in Cuba than upon its qualities of endurance under insects, sun, lack of paint, and wet weather.

PRESENT PRICES

Present prices may be considered as indicative of normal costs of lumber in Cuba. Southern pine importers are anticipating a slight strengthening as the winter

progresses, due to the labour situation, which pays contractors to carry on any sort of construction. Thousands will work for their board or for a few cents per month, and the costs of building materials as a whole have come into equilibrium. At present, yellow pine fetches about $42 per thousand for mixed cargoes, inch boards to small dimensions. The peak price for such cargoes was between $74 and $90 per thousand. White pine is comparatively scarce, and sells for $185 per thousand, a decrease of $115 from the peak of last year. There is no market for spruce at the moment, and an accurate price is difficult, but ordinarily it will approximate yellow pine in price upon this market. The trial shipments of Douglas fir were marketed at $36 per thousand, and when the present holdings of pine and spruce are liquidated, it should be possible to place further quantities of this lumber if such a price can be sustained.

For the ensuing season, however, the business offering will not make it worth while for the Canadian exporter to consider Cuba. In another year the buying power of the island will have rallied, and existing stocks will have been dispersed. Then Douglas fir and Canadian spruce will have a renewed opportunity to bid for Cuban trade. In five or ten years, it is very probable that the mills of the Southern States will find their stocks for export curtailed to high-priced lumbers, and then the Pacific coast and the Maritime Provinces will be in a favourable position to command a considerably increased share of the lumber requirements of the Caribbean.

TRADE AND FISCAL NOTES FROM NEW ZEALAND

Trade Commissioner W. A. Beddoe

Stores for the New Zealand Post and Telegraph Department

Auckland, October 3, 1921.—Specifications for 2,000 diaphragms, metal, for receivers, Ericsson and Western Electric Company; 2,500 cleats, compressed, Blake's; 10 pounds staples, ⅜-inch, D.P.; 150 knobs, ebonite, for key switches, have been filed with the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa.

Arrangements are being made for samples of the above to be sent to the department from the Controller of Stores, Wellington. Quotations must reach the Controller of Stores at Wellington on January 9, 1922.

Financial Situation in New Zealand

It is pleasing to report that the financial situation in New Zealand is steadily improving. Deposits in the banks have increased, and money is somewhat easier. The rate of exchange on London has dropped to 2½ per cent, and exchange is being sold freely. This rate is an improvement over the 3 per cent rate of two weeks ago.

The banks of New Zealand are issuing letters of credit to approved customers on a fairly generous scale, and the effect of the arrival in London of New Zealand exports is being felt in the Dominion, in consequence of which more money is available on the basis of establishing credits than was the case two weeks ago. The arrival of the Prime Minister from the London conference, and his announcement that he has received £500,000 as an initial payment of the German indemnity, has done much to strengthen the financial situation.

The Prime Minister further stated that for some thirty years ahead New Zealand would be entitled to one and a half millions a year sterling, as the Dominion's share of the indemnity, assuming the same to be paid. All this is very encouraging, and strengthens commercial conditions.

Piano Importations Into New Zealand

The following table shows the imports of pianos from countries of origin for the years 1917 to 1920. It may be gathered from the analysis which follows that

Canada's exporting trade in pianos is on the increase, the only rival being the United States, which country shipped in 1920 1,146 pianos at an average cost of £54 each, whereas Canada for the same calendar year shipped 501 at an average cost of £60 each. The pianos from Canada have a preferential duty of 10 per cent.

	1917		1918		1919		1290	
Origin	Number	Value	Number	Value	Number	Value	Number	Value
United Kingdom...	1,634	£54,456	795	£32,035	347	£22,862	487	£42,475
Canada..	75	2,108	29	787	86	4,551	501	29,878
Australia	1	50	1	17	....	....	14	1,076
France..	34	1,448	3	146	9	112	6	468
Germany..	....	....	6	141	2	230	9	378
Japan..	5	98	4	153	4	153	....	....
United States	224	6,165	219	6,419	616	24,314	1,146	62,272
Totals..	1,973	64,325	1,057	39,698	1,064	52,222	2,163	136,547

An analysis of the prices contained in the table herewith shows that in 1917 the average price of a piano from the United Kingdom to New Zealand was £33, from Canada £28, from Australia £50, from France £42, from Japan £19, from the United States £27.

From this it appears that in 1917, with the exception of the United States and Japan, the cheapest pianos at landed cost in New Zealand were shipped by Canada, and that there was only £1 difference between the United States piano and the Canadian. In 1918 Canada shipped the cheapest piano to New Zealand with the exception of Australia, which was £10 below Canada. In 1919 Australia shipped none, and France shipped 9 at an average cost of £12 each. Germany shipped 2 pianos at a cost of £150 each, Japan 4 at a cost of £38 each, and the United States 616 at a cost of £39 each. In 1920 the United Kingdom shipped 487 pianos at a cost of £87 each, Canada 501 at a cost of £60 each, Australia 14 at a cost of £77 each, France 6 at a cost of £78 each, Germany 9 at a cost of £42 each; Japan shipped none and the United States shipped 1,146 at a cost of £54 each. This shows that the cheapest pianos landed in New Zealand in 1920 were from Germany (£42 each), the United States (£54 each), and Canada (£60 each).

Inquiry elicits the fact that while the import of pianos into New Zealand from Canada has increased in number, the price also has increased; but it also demonstrates that, with the exception of the United States and the United Kingdom, Canada is the largest exporter of pianos to New Zealand. The only serious rival in New Zealand outside the British Empire is the United States, which in 1920 shipped 1,146 pianos at an average cost of £54 each, approximating £62,272.

It is encouraging to know that, taking the years 1917 to 1920, the value of Canadian pianos landed in New Zealand has risen from the lowest figure in 1918 of £787 for 29 pianos, valued at £27 each, up to 501 pianos in 1920, valued at £60 each, the total value of which at import cost for the customs amounted to £29,878.

BRUSSELS COMMERCIAL FAIR

Booklets giving particulars of the Third Official Commercial Fair to be held at Brussels, April 3 to 19, 1922, have been received from the office of the Canadian High Commissioner, London. Accompanying the booklets is a request from the Director, Mr. Omer Buyse, for suggestions which will make the Fair attractive to Canadian exhibitors or purchasers.

Intending exhibitors or others interested may receive a copy of the booklet for perusal on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce (refer file No. 27731).

CROP CONDITIONS IN THE NETHERLANDS DURING 1920-21

Trade Commissioner Norman D. Johnston

Rotterdam, Holland, October 25, 1921.—In Holland the year 1921 takes first place among the dry years as very little rain has fallen during the crop year 1920-1921, which commences in October. The average rainfall during the last seventy years from October 1 to September 30, was 707 millimetres and up to August 31 the average was 644 millimetres, while in the eleven months ending August 31, 1920-1921, the rainfall has been only 337 millimetres, or a decrease of 37 per cent as compared with 1911, when the rainfall during the eleven months was 534 millimetres, and a decline of 60 per cent from that of 1912 when, during the same period, there was experienced the heavy rainfall of 856 millimetres.

The crop reports from certain parts of the country were very bad, and some people became alarmed that this drought might mean that there was going to be a scarcity of food similar to that felt during the period of hostilities.

Conditions in Holland are different to those in most countries, and the soil and the climate are such that the country can withstand a drought without much inconvenience. As a matter of fact, the returns for the seven principal field crops, (wheat, oats, rye, beans, peas, potatoes, and sugar-beets), show that these crops reached a total of 496 in 1911, when the rainfall was not great, and since then this figure has not been again reached, the results being lowest in 1912 (417) when the rainfall was heavy.

The undermentioned figures are derived from the crop correspondents' reports from the various districts, who give the position of the crops, taking into consideration the cultivated area, in figures by which 100 means excellent, 90 very good, 70 good, 60 rather good, 50 moderate, 40 rather bad, 30 bad, and 10 failure. An average crop is indicated by 67.

Crop reports from the Department of Agriculture show that the position of the principal food crops this year is not unsatisfactory. The following figures will indicate the condition of the various crops and which show that the total for the seven principal products, indicated by *, is not far from the high total of 1911. The figures showing the condition of the crops on September 20, 1920, are also given for purposes of comparison:—

	1921	1920
*Wheat	86.7	70
*Winter rye	87	71.4
Winter barley	81	69.5
Spring barley	76	66.9
Buckwheat	34.7	62
*Oats	64.6	69
Field beans	50.7	66.1
*Peas	75.6	63.5
*Brown beans	45.7	61.1
Canary seed	67.8	70
Mustard seed	67.5	60.7
*Potatoes	57.4	63.2
*Sugar beets	70.2	69.3
Fodder beets	61.5	70.2
Kohlrabi	29.5	66
Onions	50.3	64.5
Chicory	82.3	68.1
Grass	38.8	75.5

The wheat and rye crops are given as being greater than ever, oats and sugar beets are much better than in 1911, and peas never before reached such a high figure. Potatoes and beans only are less than in 1911, although the results are not unsatisfactory.

The drought has been favourable to the farmers on the clay soil of the country, but on the sandy parts the people have experienced difficulties and have suffered from

the drought. The sandy soil is mostly occupied by dairy farmers, although many of them grow various crops as well, mostly for cattle food. During the drought they had to give their cattle extra food, for which many farmers had to encroach on their winter supplies and several will therefore be forced to decrease their number of cattle this winter.

Speaking generally it may be said that if prices do not decline too much the results are not likely to be unsatisfactory for the farmers, especially the grain farmers, in Holland.

CROP CONDITIONS IN NORWAY

Mr. C. E. Sontum, Canadian Commercial Agent in Christiania, Norway, writes under date October 18, 1921, that according to a report covering to the end of September received from the Department of Agriculture, harvesting has taken place under favourable circumstances as far as the eastern and southern parts of the country are concerned, while in the remaining parts of the country rainy and cold weather has done some damage. The estimated yield for each crop will be seen from the following table:—

1921 YIELD COMPARED WITH THE NORMAL

	Per cent		Per cent
Hay	103	Oats	76
Winter seed	106	Peas	79
Wheat	85	Potatoes	90
Barley	76	Turnips	80

The fruit and vegetable crops show a poorer result. Thus for:—

	Per cent		Per cent
Apples	45	Plums	65
Pears	70	Berries	80
Cherries	80	Vegetables	88

ALL-INDIA CROP FORECASTS AND TRADE RETURNS

The following statistics from the Director General of Commercial Intelligence, Calcutta, have been received from the Indian Trade Commissioner, London:—

It is estimated that the all-India crops for 1921-22 will yield:—

	Acres	Cwt.
Indigo (first forecast), 1921-22	237,300	41,000
Indigo (first forecast), 1920-21	181,400	24,600
Cotton (second forecast), 1921-22	16,103,000	......
Cotton (second forecast), 1920-21	18,228,000	......

The Indian Trade Returns of exports, including re-exports, and imports of general merchandise for September, 1921, were Rs.2,000 lakhs and Rs. 1,971 lakhs respectively, as against Rs.2,180 lakhs and Rs.2,899 lakhs for September, 1920, and Rs.1,950 lakhs of exports, including re-exports, and Rs.2,100 lakhs of imports in August, 1921.

Of the exports, Rs.107 lakhs were re-exports in September, 1921, as compared with Rs.136 lakhs in the same month of last year.

RICE CROP IN JAPAN

A telegram received from H.M. Minister at Tokio, and published in the British *Board of Trade Journal,* states that the first official estimate of the rice crop for the current season is 58,065,000 koku (1 koku= 4·96 bushels). This is a decrease of 5,117,000 koku, or 8·1 per cent as compared with last year, but an increase of 1 per cent as compared with a normal year.

Since the date (September 20) when the figures were collected, however, the weather has been exceptionally bad and the output will probably be about 5 per cent below the estimate.

SOUTH AFRICA'S COAL INDUSTRY

Assistant Trade Commissioner P. W. Ward

Cape Town, September 30, 1921.—One of the best known and most reputable journals published in South Africa recently stated that "the biggest unexploited fields of cheaply produced and good-class coal in the world are to be found in the Union of South Africa and Rhodesia." This statement was made after an exhaustive inquiry into every phase of the industry had been carried on continuously for upwards of two years.

An idea of the possibilities of the situation, and the confidence held in the tremendous future which coal will command in South African trade, is contained in the fact that nearly all the large mining and financial corporations of the Rand and numerous international interests have engaged, during the past two or three years, in the quiet acquisition of coal areas in every quarter of the Union. In the Witbank (Transvaal) district many thousands of acres of coal lands have passed into the hands of the gold and diamond groups; while in Natal, the Orange Free State, and Rhodesia huge tracts have been secured which promise remarkable results in the course of development.

ESTIMATED TOTAL RESERVES

The coal reserves of South Africa are roughly computed at 75,000,000,000 tons; which, added to an estimate of 6,500,000,000 tons available in northern and southern Rhodesia, comprises a total of 81,500,000,000 tons. The estimated total for the whole continent of Africa is in the neighbourhood of 100,000,000,000 tons, of which 90 per cent is under British administration.

PROPORTION OF CLASSES

Of the two chief classes of coal being mined—anthracite and bituminous—about one-fifth of the South African product comes under the former description and four-fifths under the latter, a small percentage being classed as sub-bituminous, brown or lignite. Over 85 per cent of the Rhodesian product is bituminous.

QUALITY AND THICKNESS

The average calorific value of South African coal, taken from a test over 108,000 acres estimated to contain about 6,456,000,000 tons, was found to be 11·9; the minimum per centage being slightly lower than 10 and the maximum 13·5. In heat values this coal gives an average of 7·75 pounds of water evaporated per pound of coal.

The Transvaal contains an estimated reserve of 5,000 square miles, of an average thickness of 6 feet. The Natal average runs to 7 feet, over 1,000 square miles; and the remaining portions throughout the Union approximate 4 feet.

OUTPUT

In 1911 the total output of Union collieries was 7,600,000 tons (ton, 2,000 pounds). This figure grew, in 1914, to 8,500,000 tons; in 1918 approximated 10,000,000 tons, and last year reached the substantial figure of 11,500,000 tons, of which nearly 3,000,000 tons went to the export and bunker trade.

It is a question whether South African coal is valuable from the point of view of the three chief by-products—coke, tar, and sulphate of ammonia. The 1918 totals were as follows: coke, 33,833 tons; sulphate of ammonia, 3,281 tons. A large proportion of this output was sold, at a value of $450,000.

COMPARATIVE PRICES

While the conditions at the time may be considered abnormal, the following comparison of prices per ton (2,240 pounds) in December, 1920, for bunker coal at

Cape Town, Durban, and important coaling stations in other parts of the world may be interesting and give some illustration of the possibilities for future trade:—

Durban	£ 3
Cape Town	3 7s. 6d.
Colombo	5 17s. 6d. to £6 6s.
Trinidad	6 9s.
St. Lucia	6 10s.
Canary Islands and Gibraltar	7 11s. to £8 8s.
St. Vincent and Malta	8 2s. 6d.
Fayal	8 5s. 0d.
Lisbon	8 15s. 0d.
Port Said	8 16s. 6d.
Naples	9 0s. 0d.
South American Ports	9 0s. 0d.
Genoa	9 0s. 0d.
Aden	10 0s. 0d.

The prices of export coal at Durban and Delagoa Bay in November, 1920, were:—

Durban

Natal Cargo Coal for Red Sea and Indian Ocean (except Madagascar and Maritius)	£1 4s. 9d.
Natal Coal for Madagascar, Mauritius and other destinations	£1 18s.

Delagoa Bay

Transvaal Export Coal to Red Sea area	£1 7s. 6d. to £1 15s.
Transvaal Export Coal to other places	£1 18s. 9d. to £2 6s. 3d.
Natal Export Coal to Red Sea area	£1 18s. 6d. to £2 0s. 6d.
Natal Export Coal to other places	£2 9s. 9d. to £2 11s. 9d.

Grading

Down to the present there appear to have been many difficulties in the development of satisfactory grading facilities. Owing to the distribution of the mines over a wide territory, and the different methods of loading in operation at the ports, the centralization and means of grading have been difficult to agree upon.

A coal commission has recently reported that the South African product could be satisfactorily graded and that both the Transvaal and Natal coal would fall each into two or three different grades or qualities. The commission recommended that the export of low-grade coal should be distinctly discouraged, the possibilities of spontaneous combustion with this product being considered significant; and further recommendations favoured a pooling organization for Natal and the safeguarding of supplies for domestic consumption.

The most recent figures of coal consumption within the Union are those of 1918. During the year mentioned the Rand and Kimberley mines consumed approximately 2,550,000 tons, while other industrial and domestic purchases accounted for about 5,000,000 tons.

With the competition of India, China, Japan and Australia in the Middle East; Great Britain and other European countries to Northern Africa and Egyptian ports, and Great Britain and the United States to South America—the Union's shortest sea-haul—it is questionable as to just what export markets South Africa can develop any lasting trade. It must not be taken that South Africa can compete in a world-market, and the shipments to a number of European countries made during 1920 (an abnormal year) cannot by any means be looked upon as permanent; while, at present, South America is able to buy United States and British coal at less than the South African product. Nearer markets, such as Ceylon, East and West African ports, the Soudan, Mauritius, Madagascar, and coaling stations in the nearer Atlantic and Pacific are likely to be, for some time, the chief possibilities of export; although for bunker coal the Cape ports will always secure an extensive trade. The cargo coal exported from the Union during 1920 totalled 1,301,272 short tons, valued at £1,482,862. The chief coaling port is Durban, and the second in importance is Delagoa Bay.

Tables of statistics of coal bunkered and exported from Durban, Delagoa Bay and Cape Town, in the years from 1909 to 1920, are on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application to the Director, Commercial Intelligence Service (quoting file No. T.C.—2-112).

TRADE CONDITIONS IN INDIA

The following report on trade conditions in India, dated October 21, 1921, has been received from the Assistant Indian Trade Commissioner in London:—

BOMBAY TEXTILE INDUSTRY

The year 1920 was a very prosperous one for the Bombay mills, their profits amounting to Rs.16,53 crores (one crore is equal to ten millions) as against 13,06 crores in the previous year. Most of the profits went to the spinning mills, of course. These mills earned a profit of 124 per cent, and the shareholders received a dividend of 55 per cent on the original capital. This is the first time since 1895 that the spinning mills have shown better results than the weaving mills, whose profits during 1920 came to 66·55 per cent, and the shareholders got a dividend of 30 per cent. One spinning mill earned in the year under notice a net profit of Rs.21,05,000 on a capital of Rs.2,50,000. The profits of 1919 and 1920 were of course abnormal, and were due to war conditions, but it is expected that the profits will continue on a modified form.

REPEAL OF COTTON CONTROL

The Bombay Government have published the Bombay Cotton Contracts Control (War Purposes) Repeal Act, 1921, which repeals from the 15th November, 1921, the Act of 1919 whereby the Cotton Contracts Board was constituted. During the war, on account of unsatisfactory conditions of affairs in the cotton trade, the imposition of Government control was found necessary and the Cotton Contracts Board was therefore formed. This board latterly became very unpopular and formed the subject of constant criticism by the trade, and the Government agreed to abolish this board on condition that the trade assumed control of the cotton trade by an association of its own. This association has now been formed under the name of the East India Cotton Association, which will take over the control from the Cotton Contracts Board from the 15th November next. The various branches of the trade, namely, managing agents, brokers, commission agents, muccadums, etc., have joined the association, but the millowners have withheld themselves from it for the present. They demand that the rules of the association shall absolutely exclude the out-and-out speculative element. Excepting the millowners, the association is said to enroll membership very satisfactorily.

TONNAGE IN INDIAN PORTS

The tonnage of vessels entered with cargo during August, 1921, amounted to 502,000, as against 471,000 in July, 1921, and 587,000 in August, 1920. The tonnage of vessels cleared with cargo was 494,000 in August, 1921, compared with 549,000 in the preceding month, and 579,000 in August, 1920.

COINAGE IN INDIA

During August, 1921, 500,000 rupees were coined in Calcutta Mint and 1,00,000 at Bombay Mint. In July the figures were 12,00,000 and 9,01,000 in Calcutta and Bombay respectively.

MARKET CONDITIONS

Market conditions as gleaned from papers of September 29 last, to hand by last Indian mail:—

Cotton.—Movement of prices in Bombay market is upward. The foreign markets exhibit great strength and the trade demand does not cease. The local mills and Japan houses are steady buyers.

Jute.—Loose jute is steady with mills continuing to buy new crop.

Oilseeds.—Export demand is occasional and local mills are buying cautiously.

Wheat.—Wheat is firm, as export is prohibited.

Hides and Skins.—Demand has fallen off greatly and there have been very few inquiries from Germany, Italy, and Spain.

Freight.—Moderate amount of business is done and the market is steady and rates unchanged.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Emergency Tariff of the United States to be Extended

The United States Senate on November 8 adopted a resolution extending the Emergency Tariff until otherwise provided by law. The measure now goes to the President for approval.

The Emergency Tariff of the United States was passed by Congress on May 23, signed by the President on May 28, and came into effect on May 28, and was to be effective for six months.

New Tariff of New Zealand Already in Operation

Under date of November 7, Trade Commissioner W. A. Beddoe, Auckland, New Zealand, cabled as follows: " New tariff presented Parliament involves preference, intermediate and general."

The above has reference to the revision of the New Zealand tariff which has been expected for some time. The present New Zealand tariff contains two schedules of duties, namely, ordinary tariff, and a schedule made up of the ordinary tariff increased in respect of many items by a surtax. The present ordinary tariff is actually the British preferential tariff and is the one applicable to imports from Canada and other British countries. The schedule as increased by the surtax is applicable to foreign goods. It is apparent that the proposed new tariff will have three schedules of duties and will therefore be similar to the new Australian tariff or the Canadian tariff.

In pursuance of his cablegram of November 7 advising that a new tariff had been introduced in New Zealand, Trade Commissioner Beddoe cables under date of November 10 respecting some of the principal changes in the new tariff. The first rate quoted is the general tariff and the second rate, the British preferential, which is applicable to Canada. The cablegram is as follows:—

" Following principal Canadian items: motor cars 15 per cent, 25 per cent, formerly 10 per cent, 20 per cent; rubber tires 15 per cent, 25 per cent, formerly free; newspaper free, 10 per cent, formerly free, 20 per cent; tinned fish, unaltered; tinned fruits 25 per cent, 40 per cent, formerly 25 per cent, 37½ per cent; kraft paper 5s. cwt. or 20 per cent, whichever greater, 8s. 9d. cwt. or 35 per cent, formerly 5s., 7s. 6d.; wallpaper free, 20 per cent, formerly free all countries; nails £2 cwt., £4 cwt., formerly £2, £3; wire unaltered. Tariff in operation 4th November. Refund of all subsequent alterations."

Belgium Increases Duties of Products Originating in Germany

Mr. A. S. Bleakney, Canadian Government Trade Commissioner in Brussels, has sent the following cablegram, dated November 8:—" From 7th inst. Belgium raises duty against Germany on woodenware, thread, gloves, hats, clothing, underwear, cloths, metals, tools, papers, furs, chemicals, soaps, colours, automobiles, 20 to 100 per cent to counteract recent drop in mark."

FOREIGN TRADE OF NORWAY FOR AUGUST

Commercial Agent C. E. Sontum

Christiania, October 19, 1921.—The preliminary report of the Norwegian Statistical Bureau for the month of August has just been received. As a whole the report is quite encouraging, although the imports are still high compared with the exports. However, Norway's trade with foreign countries is continually increasing, and the exports of several principal articles have increased when compared with August last year and the month of July this year.

Of the imports, while large quantities of foodstuffs and fancy groceries have been imported, as a rule there are decreases from the high figures of August last year, but the imports are still heavy compared with pre-war statistics.

Large quantities of meat, coffee, and fruit have been imported, and, in spite of the prohibition now ruling in Norway, nine times as much brandy and three times as much wine have been imported as in 1913. There have also been imported large quantities of butter and grain, while, on the other hand, the imports of sugar and flour have been small.

The following table shows the imports during the month of August in 1921 as compared with the same month in 1920 and 1913:—

	1921 Tons	1920 Tons	1913 Tons
Meat, all kinds	763	1,347	350
Pork, unsmoked	526	36	139
Butter	215	412	165
Grain (unground)	37,674	61,458	25,734
Flour, from wheat and rye	2,031	8,364	9,007
Sugar, all kinds	1,238	850	5,982
Tobacco leaves	175	199	171
Fruits and vegetables	2,612	745	694
Brandy and spirits in bottles, 1,000 litres	36	14	4
Wine in barrels, 1,000 litres	548	605	230
Yarns and threads, rope (tons)	159	324	365
Dry goods of wool	78	272	168
Pig-iron	594	1,124	3,117
Iron in bars, bolts, etc	1,592	5,515	3,721
Iron plates, black	1,164	2,891	2,782
Iron plates, tinned	371	1,628	1,721
L. and T. iron	1,420	3,524	2,590
Iron tubing	1,033	1,282	1,706
Steel and iron wire	932	1,855	916
Machinery, all kinds (value in 1,000 kr.)	3,868	9,639	2.085
Electric cable	377	1,103	572

The lumber export is steadily rising and is now up to 60 per cent of the pre-war quantity.

The export of products from lumber is still low, although the export of wood-pulp and cellulose is rising.

As far as the exports are concerned, there is a marked improvement in the exports of fish and fish products, especially the export of canned fish, which is now nearing the exports of 1913. The exports in the month of August this year were as follows, compared with 1920 and 1913:—

	1921 Tons	1920 Tons	1913 Tons
Fresh herrings	145	1,114	993
Stockfish	2,534	1,376	4,787
Codfish, salted	4,425	2,543	5,409
Pickled herrings	567	139	207
Canned fish	2,283	320	2,555
Condensed milk and cream (tons)	859	421	2,324
Hides and skins of domestic animals (tons)	276	67	474
Roe (tons)	753	235	1,110
Medical cod-liver oil (hectolitres)	901	671	2,931
Other train oils (hectolitres)	34,628	2,843	23,115
Wood-pulp, dry (tons)	557	724	1,167
Wood-pulp, moist	32,378	26,985	43,269
Cellulose, dry	9,051	16,350	16,224
Cellulose, moist	....	....	....
Printing paper in all	5,304	11,410	9,717
Wrapping paper	2,522	5,375	8,006
Matches	171	90	577

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries:—

Correspondence for the West Indies is forwarded by direct Canadian steamers or via New York, whichever route will give a quicker despatch, although letters marked for transmission by either route are forwarded in accordance with the endorsation.

Letters for Central America are forwarded via New York, with the exception of letters for British Honduras specially addressed "Via Halifax."

Letters for South American countries generally are also forwarded via New York, unless specially addressed "Via Halifax."

Following are sailings for the balance of the current month:—

For	*Via*	*November*
Antigua	New York	26
Argentina	New York	19, 24
Barbados	New York	26
Bermuda	New York	19, 23, 30
Bolivia and Chile	New York	16, 18, 22, 25, 26
Brazil, North	New York	25
Brazil, South	New York	24, 19
British Guiana	New York	22, 25, 26
Colombia	New York	15, 18, 19, 22, 26, 29
Colombia, Cauca Naurino	New Orleans	16, 18, 19, 25, 26
Costa Rica	New York	19, 26
Cuba	New Orleans	16, 23, 30
Curacao	New York	19, 26
Dutch Guiana	New York	22, 25, 26
French Guiana	New York	22, 25, 26
Guatemala	New York	25, 26
Haiti	New York	18, 25
Honduras	New York	16, 18, 19, 22, 25, 26
Honduras, British	New York	25, 26
Honduras, British	New Orleans	18, 25
Honduras, Amp. City	New York	16, 18, 19, 22, 25, 26
Jamaica	New York	15, 19, 22, 25, 26, 29
Leeward and Windward Islands	New York	26
Martinique	New York	26
Nicaragua	New York	16, 18, 19, 22, 25, 26
Panama and Canal Zone	New York	16, 18, 19, 22, 25
Paraguay and Uruguay	New York	19
Peru	New York	18, 22, 25, 26
Porto Rico	New York	19, 26
Turk's Island and Dominican Rep.	New York	19
Venezuela	New York	19, 26

PIONEER SHIP TO SOUTH AFRICA OF THE CANADIAN GOVERNMENT MERCHANT MARINE

Mr. W. J. Egan, Canadian Trade Commissioner at Cape Town, in a communication dated October 7, 1921, states that the pioneer ship of the Canadian Government Merchant Marine Service to South Africa, the *Canadian Inventor,* arrived in Durban, Natal, from Vancouver, on September 21, with a cargo consisting of canned goods of every variety and good shipments of Douglas fir deals and floorings, veneer panels, etc., for some of the leading South African importers.

During the stay of the steamer in Durban, a reception was held on board which was attended by the leading merchants of Durban and several from Johannesburg, and by Mr. P. W. Ward, Assistant Trade Commissioner Captain Dudley, who is proving himself an apostle of trade as well as a commander, welcomed the guests, and in so doing referred to the intention of the Canadian Government Merchant Marine to establish a regular and permanent service between Canadian Pacific and South African ports.

The speakers among the guests paid tributes to Canada and all that she had accomplished in trade matters, the keynote of the speeches being the statement that Canada would always secure the ear of South African importers.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railway Department, Melbourne, and by the New South Wales Government Railways and Tramways, Sydney. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 26137).

Tenders in conformity to the specifications should be promptly addressed, respectively, to the Secretary, Victorian Government Railways, Melbourne, and the Agent General of New South Wales, 123 Cannon street, London, E.C., England. Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAYS

No.	Date of closing	Particulars
34723	January 4, 1922	Supply and delivery of electrical equipment for cargo shifter, as per drawings and as specified.
34724.	January 4, 1922	Supply and delivery of sash and door clamping machine, including accessories, as specified.
34735.	January 4, 1922	Supply and delivery of electric rivet heater including all accessories, as specified.
34649.	January 11, 1922	Supply and delivery of the following machines: 5½ inch centre lathe; 4 feet radial drilling machine; plain milling machine; double-headed screwing machine; 8 inch lathe; power press; 6½ inch lathe; with tools and accessories as specified.

NEW SOUTH WALES GOVERNMENT RAILWAYS AND TRAMWAYS

No.	Date of closing	Particulars
76-21.	As soon as possible	Supply and delivery of 963 mild steel plates, as specified, estimated cost, £4,500.

Tenders for the supplies required by the Victorian Government Railways should be posted in ample time to catch the steamer *Sonoma*, which leaves San Francisco about December 4 and is due to arrive at Sydney, N.S.W., on December 26, 1921, otherwise they will be too late to receive consideration.

THE USE OF TRACTORS IN SERBIA

The use of tractors in Serbia proper will probably always be limited; but in those parts of Jugo-Slavia which comprise Croatia, the Banat, and the Batchka, the larger sized farms offer a market for this type of agricultural machine. The most convenient distributing centres for tractors are Novi Sad and Ossek, both in the Banat.

CROP PROSPECTS IN MANCHURIA

The Acting British Consul at Dairen, reporting under date August 25, states, says the British *Board of Trade Journal*, that while it is too early to obtain reliable estimates of the various crops in Manchuria, all reports agree that an excellent harvest may be expected. At the beginning of the season some drought was experienced, and it was feared the crops would suffer, but there has since been plenty of rain, and the present condition of all crops is said to be satisfactory. In most cases there has been an increase in the acreage planted, notably in the case of kaolin, maize, millet, etc., which will probably show a greater ratio of increase than soya beans, as many farmers are said to have decreased the area devoted to this crop owing to the great fluctuation in price last year.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 9, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending November 9; those for the week ending November 2 are also given for the sake of comparison:—

		Parity	Week ending November 2, 1921	Week ending November 9, 1921
Britain.. .. ..£	1.00	$4.86	$4.2586	$4.2825
France. .. ..Fr.	1.	.193	.0799	.0791
Italy.. .. ..Lire	1.	.193	.0439	.0454
Holland .. ..Florin	1.	.402	.3710	.3754
Belgium .. ..Fr.	1.	.193	.0773	.0762
Spain. .. ..Pes.	1.	.193	.1456	.1518
Portugal. .. ..Esc.	1.	1.08	.1003	.0923
Switzerland.. .. ..Fr.	1.	.193	.2010	.2037
Germany. .. ..Mk.	1.	.238	.0055	.0044
Greece. .. ..Dr.	1.	.193	.0493	.0461
Norway.. .. ..Kr.	1.	.268	.1492	.1509
Sweden.. .. ..Kr.	1.	.268	.2468	.2509
Denmark. .. ..Kr.	1.	.268	.2002	.2051
Japan. .. ..Yen	1.	.498	.5262	.5214
India.. .. ..R.	1.	2s.	.3010	.2932
United States.. .. ..$	1.	$1.00	1.0850	1.0862
Argentina .. ..Pes.	1.	.44	.3526	.3543
Brazil. .. ..Mil.	1.	.3245	.1424	.1412
Roumania. .. ..Lei	1.	.193	.0073	.0092
Shanghai, China.. ..Tael	1.	.631	.8842	.8445
Batavia, Java.. ..Guilder	1.	.402	.3689	.3774
Singapore, Straits Settlements.. .. ..$	1.	.49	.5045	.4996
Jamaica. .. ..£	1.	4.86	4.2572	4.2866
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.88–.90½	.88¾–.91
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

GERMANY'S SHARE IN THE IMPORT TRADE OF SPAIN

Notwithstanding the difficulties created by the state of the exchange and the Customs duties, German boats continue to frequent Spanish ports with the same regularity as before; at least one or two Hamburg vessels arrive at Barcelona every week, says the *Manchester Guardian Commercial.*

During the first seven months of the present year the Germans sent, among other goods, to Spain 13 tons of typewriters, against 11 tons received from Great Britain; over 2,000 tons of electrical installation material out of a total importation of 4,900 tons; over half the telegraph and telephone apparatus imported; over 20 per cent of the agricultural machines, Germany coming after the United States in the supply of these goods, but far ahead of all other countries; more than a third of the fixed steam and gas engines, a third of the flywheels and pumps of all kinds, a third of the hydraulic motors, 12 per cent of the sewing machines, half of the machine tools, 40 per cent of the machines not expressly enumerated in the Customs tariff, 20 per cent of the machinery for flour and paper mills, the bulk of the railway material, a third of the mineral dyes crushed or in powder, Great Britain coming third after Belgium; and over 25 per cent of the miscellaneous chemical products.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

Foodstuffs

3515. **Flour.**—A flour importer of good standing in Glasgow wants a connection with a good go-ahead Canadian flour mill for business as exclusive buyer and/or agent for Scotland.

3516. **Flour.**—A Glasgow firm of flour importers want a good Manitoban flour mill connection.

3517. **Flour.**—A Glasgow firm of flour importers are open to buy winter wheat flour and Manitoban clears.

3518. **Flour.**—A firm of flour importers in Glasgow are open to correspond with Canadian flour mill not already represented in Scotland and Ireland with a view to business as buyers.

3519. **Flour.**—A Glasgow firm of importers of spring and winter wheat flours are open to represent in Scotland a Canadian mill making Manitoban spring wheat flour—a mill of large capacity preferred.

3520. **Flour.**—A firm of general commission merchants and manufacturers' representatives in Trinidad, having excellent facilities for handling flour, desire to obtain a Canadian agency for same. The Department of Trade and Commerce have full particulars in regard to the agency.

3521. **Oatmeal and rolled oats.**—A London firm of grain merchants who are buyers of oatmeal and rolled oats, invite offers, c.i.f. United Kingdom ports from Canadian shippers. They are also prepared to handle consignments.

3522. **Condensed milk and milk powder.**—A London merchant who imports condensed milk and milk powder, is prepared to accept agencies of Canadian packers of these and other preserved goods.

3523. **Buckwheat flour in cartons.**—A well-known London grocery importing firm wish to purchase supplies of Canadian buckwheat flour in cartons, and invite offers from Canadian firms in a position to export.

3524. **Evaporated apples, canned goods, etc.**—A London company are desirous of securing the sole selling agency for the United Kingdom, upon a commission basis, of a Canadian packer of evaporated apple rings, also of canned meats, fruits, vegetables, and salmon and lobster.

3525. **Canned goods, condensed milk, etc.**—A London firm of brokers are open to act for Canadian packers of canned meats, canned fruits and fruit pulp, evaporated fruits, canned salmon and lobster, condensed milk, and milk powder. Offers should be made on a basis of c.i.f. United Kingdom ports, Havre, Hamburg and Rotterdam.

3526. **Fruit pulp.**—A London firm of importers is open to undertake the agency of a first-class Canadian producer of fruit pulp.

3527. **Fruit pulp.**—A London firm, claiming the necessary connection, are desirous of securing the agency of a Canadian packer of raspberry, strawberry and other fruit pulps as used by jam makers.

3528. **General foodstuffs.**—A firm of commission agents in Trinidad, with bank references, wish to get in touch with suppliers of general foodstuffs.

3529. **Feedstuffs.**—A firm of manufacturers' representatives in Trinidad desire to represent Canadian houses supplying oilmeal, oats, bran and pollard. Good references can be given.

3530. **Potatoes, fish.**—A Cuban firm are anxious to get in touch with Canadian exporters of potatoes and fish. References have been furnished by this house, together with copy of their latest balance sheet.

3531. **Barley, malt, salmon.**—A French firm desire quotations c.i.f. Havre, Antwerp or Dunkirk, immediately on 5,000 tons of barley, malt and salmon. Payment will be made against documents. Has already done business with Canadian firms.

Miscellaneous Products

3532. **Hardware, leather, wood manufactures, etc.**—A London firm maintaining branches in India, Egypt, West Indies, South Africa, etc., would be glad to serve Canadian firms in the capacity of agents and factors, and are interested in hardware, kitchenware, leather, boots and shoes, furniture, glassware, fancy goods, sporting goods, toys and wood manufactures and turnery.

3533. **Domestic hardware and woodenware.**—A London firm who are buyers of domestic hardware, including enamelled and aluminium ware, and also woodenware of all kinds in large quantities, invite close quotations from Canadian firms in a position to fill orders.

3534. **Food products and wood manufactures.**—A London firm are prepared to act as buyers or agents for Canadian shippers of food products and manufactures of wood generally.

3535. **Iron bars for making chains.**—A British firm in Kobe, of good repute, are desirous of entering into communication with Canadian manufacturers of the above in a position to export same to Japan. Correspondence is solicited and full particulars—i.e., catalogues, prices, specifications, delivery, etc.—should be furnished.

3536. **Ice-making plants.**—A firm in Barbados desire to get in touch with firms in Canada manufacturing machinery for making artificial ice.

3537. **Agencies in Brussels.**—A British firm in Brussels are desirous of obtaining easily handled non-technical agencies on commission or as buying merchants. Specially interested in food products.

3538. **Sausage casings.**—A German firm desire to appoint a reliable representative or firm who would buy, direct from producers in Canada, sausage casings on a commission basis.

GOODS IN DEMAND IN THE REPUBLIC OF COLOMBIA

Colombia is so far recovering from commercial depression that the coastal markets are open for fine and coarse cottons, linens, silks, and boots; whilst heavy woollen goods are selling freely in the uplands, says the *London Times Trade Supplement*. Building materials, including structural steel, cement, and roofing, are in demand in the cities, and also hardware and hollow-ware, circular saws, all kinds of wire and wire goods, nails, and basic paint materials, such as linseed oil, zinc, and enamels. Agriculturists are buying small tractors, light portable machinery, and farming implements.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Montreal

To Liverpool.—*Canadian Hunter,* Canadian Government Merchant Marine, Nov. 15; *Melita,* Canadian Pacific Steamships, Ltd., Nov. 17; *Welland County,* Canada Steamship Lines, Nov. 19; *Canada,* White Star-Dominion Line, Nov. 19; *Minnedosa,* Canadian Pacific Steamships, Ltd., Nov. 25.

To London.—*Lisgar County,* Canada Steamship Lines, Nov. 19; *Dunbridge,* Canadian Pacific Steamships, Ltd., Nov. 22; *Vindelia,* Anchor-Donaldson Line, Nov. 25; *Brant County,* Canada Steamship Lines, Nov. 26.

To Glasgow.—*Cassandra,* Anchor-Donaldson Line, Nov. 19; *Pretorian,* Canadian Pacific Steamships, Ltd., Nov. 22.

To Manchester.—*Manchester Hero,* Manchester Line, Nov. 26.

To Newcastle-on-Tyne.—*Cairndhu,* Thomson Line, Nov. 20.

To Avonmouth Dock.—*Welshman,* Dominion Line, Nov. 19; *Turcoman,* Dominion Line, Dec. 3.

To Cardiff and Swansea.—*Canadian Trooper,* Canadian Government Merchant Marine, Nov. 16.

To Leith.—*Cairndhu,* Thomson Line, Nov. 20.

To Belfast.—*Melmore Head,* Head Line, Nov. 15; *Lord Antrim,* Head Line, Nov. 27.

To Dublin.—*Ramore Head,* Head Line, Nov. 15; *Lord Antrim,* Head Line, Nov. 27.

To Londonderry.—*Melmore Head,* Head Line, Nov. 15.

To Hull.—*Manchester Civilian,* Manchester Line, Nov. 19.

To Cork.—*Ramore Head,* Head Line, Nov. 15.

To Copenhagen-Gothenberg.—*Tulsa,* Sprague Line, Nov. 15.

To Rotterdam and Hamburg.—*Worcester,* Rogers & Webb Line, Nov. 15; *Ballygally Head,* Head Line, Nov. 15; *Lord Downshire,* Head Line, Nov. 18.

To Havre.—*Lisgar County,* Canada Steamship Lines, Nov. 19.

To Antwerp.—*Corsican,* Canadian Pacific Steamships, Ltd., Nov. 26.

To St. John's (Nfld.).—*Manoa,* Canada Steamship Lines, Nov. 17; *Sheba,* Canadian Government Merchant Marine, Nov. 19.

To Barbados, Trinidad, and Demerara.—*Canadian Coaster,* Canadian Government Merchant Marine, Nov. 16.

To Australia and New Zealand.—*Canadian Victor,* Canadian Government Merchant Marine, Nov. 20.

From Charlottetown

To Newfoundland.—*Canadian Sealer,* Canadian Government Merchant Marine, Nov. 20.

From Quebec

To Liverpool.—*Empress of France,* Canadian Pacific Steamships, Ltd., Nov. 15; *Canada,* White Star-Dominion Line, Nov. 19.

From Halifax

To London.—*Cornish Point,* Furness, Withy & Co., Nov. 18; *Southwestern Miller,* Furness, Withy & Co., Nov. 24; *Sachem,* Furness, Withy & Co., Nov. 26; *Vedic,* White Star-Dominion Line, Dec. 4.

To Liverpool.—*Rexmore,* Furness, Withy & Co., Nov. 22.

To Manchester.—*Manchester Hero,* Furness, Withy & Co., Nov. 28.

To Glasgow.—*Saturnia,* Cunard Line, Dec. 12.

To Plymouth, Cherbourg, Hamburg.—*Saxonia,* Cunard Line, Dec. 10.

To Bermuda, British West Indies, and Demerara.—*Chignecto,* Royal Mail Steam Packet, Nov. 25.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black, Ltd., Nov. 22.

To Nassau, Kingston, Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Dec. 2.

From St. John

To Glasgow.—*Tunisian,* Canadian Pacific Steamships, Ltd., Dec. 3; *Bothwell,* Canadian Pacific Steamships, Ltd., Dec. 13.

To Italy.—*Caserta,* Canadian Pacific Steamships, Ltd., Dec. 7.

To Liverpool.—*Metagama,* Canadian Pacific Steamships, Ltd., Dec. 9; *Empress of France,* Canadian Pacific Steamships, Ltd., Dec. 13.

To Boston, Havana.—*Sicilian,* Canadian Pacific Steamships, Ltd., Dec. 5.

To London.—*Bollingbroke,* Canadian Pacific Steamships, Ltd., Dec. 9.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., Nov. 26, Dec. 3, 7, 10; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, Dec. 10.

To Wellington, Lyttleton, Melbourne, Sydney.—*Canadian Freighter,* Canadian Government Merchant Marine, Nov. 30.

To New Zealand-Australia.—*Waikawa,* Canadian-Australasian Line, Dec. 5; *Waikemo,* Canadian-Australasian Line, Dec. 13.

To Yokohama, Kobe, Nagasaki, Shanghai, and Hong Kong.—*Monteagle,* Canadian Pacific Steamships, Ltd., Nov. 28; *Canadian Prospector,* Canadian Government Merchant Marine, Nov. 25.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia,* Canadian Pacific Steamships, Ltd., Dec. 8.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*M. S. Dollar,* Dollar Line, Nov. 20; *Protesilaus,* Blue Funnel Line, Dec. 4.

To Calcutta and Bombay.—*Canadian Inventor,* Canadian Government Merchant Marine, Jan. 4.

To London, Hamburg, Amsterdam, Rotterdam, and Antwerp.—*Eemdijk,* Royal Mail Steam Packet Co., early in December.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Tyndareus,* Blue Funnel Line, Nov. 18; *Protesilaus,* Blue Funnel Line, Dec. 17.

PACKING FOR THE FAR EASTERN CLIMATE

Complaints are coming to the Department of Commerce from many quarters, says the *United States Commerce Reports,* that automobiles and machinery of different kinds are reaching their destination in the Far East much damaged by rust and moisture, owing to inadequate protection in packing against the damage which is likely to be suffered from a hot and moist climate. Certain American manufacturers are making waterproof papers to meet this need, some of which are wide enough to cover the full width of the standard sizes of automobile cases, so that the cases are completely lined without seams except at the corners. This matter of protection against moisture is of very great importance.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Correos—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnston, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE SERVICE

CANADA

The Industrial and Financial Situation in Italy
Spain as a Market for Codfish: Detailed Report
Canada's Exports Affected by U.S. Emergency Tariff
Russian Timber Supplies Reaching Great Britain
Flour Import Market of the British West Indies
Financial Conditions in Australian Commonwealth
Market for Canadian Goods in the Fiji Islands
Trade Inquiries for: Apples; Fish; Vegetables; Lumber; Pulpwood; Metals; Ores; Steel Shafting; Lapping Boards; Starches and Dextrines, Etc., Etc.

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(Minister of Trade and Commerce)

OTTAWA
F. A. ACLAND
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1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, November 21, 1921** **No. 929**

THE ITALIAN SITUATION

Trade Commissioner W. McL. Clarke

Milan, October 25, 1921.—During the past month Italian unemployment figures have reached nearly half a million. The situation in the Italian textile industry, however, has ameliorated, while the large Fiat auto works of Turin are again reported to be working full time. Wage adjustments in certain sections of industry have occurred though labour in many quarters is still dissatisfied. The financial situation is better than was evident in the statistics available a month ago, and a further withdrawal of paper money is to be noted. Bank deposits still continue to mount higher, though there is a marked falling off in invested capital. The stock market has maintained the position of a month ago and certain shares have been inclined to stiffen. Exchange has continued to follow a downward course without any immediate prospect of recovery. In the commercial markets, the silk, chemical and foodstuffs trades display a greater activity than a month ago, and a better trading tone generally is perceptible. Italy's unfavourable trade balance has been somewhat reduced, although imports remain heavy while exports continue disappointing. Social disturbances have been more frequent during September than throughout the last summer month. More detailed remarks follow.

THE SOCIAL SITUATION

During the past month there has been a recrudescence of social disturbances in parts of Italy between the extreme socialists and Fascisti. These skirmishes, however, have been sporadic, and even if more numerous than in the late summer, so much the more it is being generally realized that their continuance is incompatible with any permanent economic improvement in the country.

THE INDUSTRIAL SITUATION

Unemployment has kept increasing in Italy during the past month (8·12 per cent) and now reaches, with a total of 470,500, nearly four times the figures of last May. Despite an acute shortage of housing accommodation throughout Italy, the building and allied trades are the ones most seriously affected, as there were over 130,000 idle in this category alone at the 1st of September, which number includes an increase of 22,500 over the preceding month. Smaller increases also took place in the number of unemployed belonging to the agricultural (8,889) and metallurgical (6,276) industries. The unemployed miners have also increased. Of the important manufactories of the country the textile group alone has registered a decrease in unemployment (6·7 per cent) during the past month.

To gauge the unemployment situation, however, it is necessary to remember that, in addition to those who are doing absolutely nothing, there are over 40,000 temporarily out of work on account of strikes and some 230,000 more who are working on short time schedules. The Government by the granting of subsidies, by the allocation of important sums to public works, and by the appointment of a special commission to investigate thoroughly the state of the country's industries, is on its side endeavouring to grapple with the situation, and it is hoped the curve of unemployment is reaching its

culminating point. Perhaps the most encouraging symptom of the past four weeks has been the resumption of full-time work in the well-known Fiat auto works of Turin. Some apprehension is naturally felt, however, for the winter months, when especially a large number of agricultural labourers will necessarily be thrown out of work, thus adding to the non-productive element in the country. An agreement just reached between Italy and Brazil regarding emigration is expected to relieve somewhat the unemployment situation.

ITALIAN STRIKES

The present number of strikers, about 40,000, is not discouraging when compared with the figures of earlier months. Higgling over reduced wages in the face of increasing living costs still continues, however, seriously to disturb certain sections of the textile, metallurgical and chemical industries, especially as a part of the workmen therein seem to have stiffened their backs against any wage diminution whatsoever. Important wage adjustments have notwithstanding taken place during the past month, and strikers have gone back to work, and it is believed that the workmen now involved will eventually come to realize the necessity of smaller pay in the larger interests of production, and to appreciate the fact that a half a loaf of bread is better than no bread at all.

THE FINANCIAL SITUATION

The Situation of the Treasury.—The last official statistics on the situation of the Treasury show that over against an ordinary deficit of 15,580 million of lire at the end of June, 1920, the deficit at the end of May, 1921, amounted to 11,332 million of lire. Although the total ordinary expenses during the eleven-month period of the last fiscal year increased by 5,080 million lire owing principally to disbursement on pensions account with smaller increases in other state departments, yet there has been much smaller absorption of funds by the War and Marine Departments, while at the same time ordinary revenue has up till now been growing apace. For instance, figures just published show that in the first three months of the present fiscal year—July-September, 1921—the state revenue has risen to 2,637 million of lire as compared with 1,903 million of lire for the corresponding period of last year, that is an advance of 734 million lire. The most pronounced increases have taken place in receipts from income taxes, stamp duties and monopolies. It is probable, however, that revenue from taxes and from imposts on business transactions will diminish somewhat on account of the general depression and business inactivity prevailing.

Reduction in Paper Money Circulation.—From the 31st of December, 1920, to the 31st of July, 1921, the Italian paper issues have been reduced 9 per cent and now stand at 17,939 million lire, of which 8,507 million lire represent State notes and 9,432 bank issues. In the one month of June the withdrawal of paper money amounted to 219 million lire, and is indeed an encouraging symptom.

Bank deposits.—The most recent returns of Italian bank deposits illustrate the upward trend in the people's savings. From August, 1920, to August, 1921, the deposits in Italy's four leading banks increased by 600 million lire and now stand at 3,550 million lire. In the ordinary saving banks an increase in deposits of 600 million lire for the first five months of 1921 is registered, thus bringing total deposits in these institutions to 6,247 million lire at the end of May, 1921. Greater still is the increased savings recorded in the postal savings banks, which have increased during the year ending the 31st of August, 1921, some 1,108 million lire. During the twelve months referred to, the postal savings deposits have increased at the rate of 150 million lire per month. Should the economic depression continue indefinitely, bank deposits will naturally show a shrinkage from these high levels.

Decreasing Investments in Industry.—Industrial and commercial enterprises are not attracting capital to the same extent as formerly. Statistics just published reveal

the fact that over against the 1,940 million lire invested during the first six months of 1921, there were invested some 2,400 million lire in the six months immediately preceding, while 2,557 million lire were invested in the first six months of 1920. The latest figures, however, are away and beyond pre-war investments in industry, although the depreciation of the lire is to some large extent responsible for the apparent largeness of the present showing.

The Financial Markets.—During the past month stock-trading on the Bourse has been active, and although there were no sharp advances as in August, yet the stronger position reached by the majority of the listed securities in the preceding month was maintained while several quotations pegged even higher, the average fluctuations being small. Toward the end of the month certain securities lost ground owing to strikes, social troubles, and a further pronounced depreciation of the lira, but the tone of the market did not considerably change. In textile and chemical shares the greatest group improvement was discernible.

THE EXCHANGE

The lira weakened appreciably during the past month and fell again to late spring levels. Although social disturbances and recurring strikes are naturally not without their derogatory influences, yet speculation and sympathy with the falling mark are also impairing features in the downward movement of the lire. From 22·25 lire to the American dollar at the beginning of September, the lira moved to 24·70 at the end of the month, while to-day's quotation of 25·65 is still more unfavourable. On London the lire has also continued its gradual depreciation and has now gone slightly over 100 to the pound sterling from 84 at the beginning of last month.

The writer firmly believes, however, that the economic situation of Italy is not accurately reflected in the quotation of the lira.

THE COMMERCIAL MARKETS

At date of writing the silk market is very active and a large amount of business in the finished products is reported with rising prices. The local prices for cotton textiles are falling owing to a slackening of the demand in Jugo-Slavia, Austria, and Poland, but merchants are anticipating a revival of business. The hemp markets of Bologna and Ferrara are reported quiet, although at Naples the market is fairly busy and prices remain firm.

The hide market is comparatively quiet, with the leather market short of supplies and little foreign buying taking place owing principally to the lira depreciation.

The chemical trades are especially brisk, with an increasing demand and high prices in evidence, which latter are destined to soar still higher as existing stocks are becoming depleted and the chemical products from now on introduced will be subject to the higher protective tariffs.

The trading in citrous fruits has not really yet begun, but reports from Palermo and Sicily indicate that the demand for this year's crops will be lively and that the new season will open under favourable auspices.

The demand for olive oil continues active, while supplies are incommensurate, with the result that prices continue high.

Little selling is reported in the local wheat market, as merchants are holding for higher prices, despite the lowering of wheat quotations in North America.

The demand for preserved food products is everywhere more insistent and prices are rising. Business in dried fish is very satisfactory, and prices remain firm with an active demand. Labrador cod is fetching 530 lire per quintal Genoa.

In the cattle market prices have risen owing to the prohibition on imported cattle from Jugo-Slavia.

ITALY'S FOREIGN TRADE

The foreign trade statistics for the first six months of the present calendar year are as follow:—

	Jan.-June, 1920 (million of lire)	Jan.-June, 1921 (million of lire)	Increase	Percentage of Increase
Imports..	13,457	14,002	545	4%
Exports..	5,282	5,956	694	15%

Notwithstanding that exports have shown a much larger percentage increase than have imports, yet they are still low and not as encouraging as had been hoped, especially with an unfavourable trade balance, according to provisional figures, of some 8,046 million lire. Italy has continued to buy heavily abroad, especially food products for domestic consumption, whose imports have risen 47 per cent over the corresponding period of 1920. Imports of manufactured products have, however, dropped by 30 per cent, semi-manufactured material by 34 per cent, and raw material by 12·3 per cent. The exports of manufactured products, on the other hand, have increased by three-fifths of one per cent, while the exports in all the other categories—viz. food products, semi-manufactured material, and raw material—have decreased by 23·6 per cent, 8·6 per cent, and 37·8 per cent respectively. Thus it is evident that the individual percentage indices for the different categories are lower as regards exports than imports. In short, Italy has had to buy abroad for the meeting of her internal requirements, while her exports, owing partially to the state of the exchanges and the economic crises in the countries with which she usually trades, and owing partially to the industrial depression at home, have not progressed to any considerable extent. The unfavourable trade balance, however, is some 129 million lire less than for the first six months of 1920.

As regards actual quantities of goods imported, the following products are the principal ones which show an increase for the six months of this year over the corresponding period of 1920: Lumber, copper and brass in sheets and rods, etc.; paper, iron and steel manufactures, glassware, olive oil, coffee, sugar, wheat, rye and other grains, and fish. An increase is also noted over last year principally in the exports of the following products: hides and skins, fresh flowers, chemicals, silk manufactures, boots and shoes, and fresh vegetables.

The value of imports from Great Britain for the period under review has fallen off by 50,000,000 lire, while the value of the imports from the United States has increased by 96 per cent and the value of the imports from Germany by 190 per cent. The trend of Italo-German trade will be discussed in a subsequent report.

FARMING IMPLEMENTS FOR SOUTHERN MANCHURIA

As South Manchuria produces only one crop yearly, farming implements should be placed on the market ready for delivery before the breaking up of the ground in spring-time. A demand for agricultural implements for hand or animal power may easily be fostered, provided farmers can be impressed with their practicability and usefulness. As farming operations are conducted entirely by hand, such machines as corn huskers and hand mills would find a ready sale.

IMPROVEMENT IN EXPORT TRADE OF THE CARIBBEAN

A distinct improvement in the export trade of some of the colonies in the Caribbean is noticeable, more especially Jamaica, says the London *Times Trade Supplement*. Cacao, and coffee are among the articles that are being shipped in increasing quantities. Dyes are being sent to England and the States from reserve stocks in the factories, which were closed down some months ago. Sugar is still being shipped to Canada in fair quantities.

THE SPANISH CODFISH MARKET

Trade Commissioner W. McL. Clarke

Milan, October 27, 1921.—Too little attention is being given by Canadian exporters of codfish to the Spanish market. Here in Spain is a country which consumed last year some 121,000,000 pounds of codfish and which during the first six months of 1921 imported 62,000,000 pounds of the same product. With the exception of 736 cwt. supplied by Canada in 1916, no Canadian supplies have apparently been forthcoming during the last five years; and it would seem that a market such as Spain, where trade in codfish, once it is developed, can be maintained owing to the regular and even increasing demand, should be courted and affiliations established with Spanish importers.

Although codfish is an imported product, it is eaten in all parts of the country, boiled with rice, stewed, fried, and even cut into small squares resembling caramel drops and eaten raw. It is particularly popular among the less well-to-do classes, and when others are eating fresh fish or a Mediterranean catch on a holy day, the good Catholic peasant and working classes will serve their cod. Not only then is the market of nation-wide importance, but at the present moment supplies from Norway are considerably curtailed owing to a tariff war going on between Spain and Norway, from which country 26 per cent of the total imports were derived last year. This opportunity then is being pointed out to Canadian fish men with the hope that immediate action will bring good and permanent business to Canada.

THE DIFFERENT CONSUMING DISTRICTS

It is quite necessary, before attempting to launch out in this market, to know that the north, east and south of Spain have well-defined predilections for the kind and cure of cod to be consumed. The principal countries supplying to Spain may be given as Norway, Iceland, France, the United Kingdom and Newfoundland, and we may examine therefore the particular Spanish inlets for the catch of these different countries.

Norway.—Norwegian dry-cured fish is now consumed principally in the north, north-east and centre of Spain down to Madrid. The demand is limited therefore almost exclusively to the ports of Bilbao, Santander, Vigo and Corunna, the most important as regards entry being the first-named. In these districts the Norwegian fish is preferred by the general public, owing to its excellent cure and because it is cheaper than Iceland or Faroe fish. One importer at Bilbao states that a contributing reason to the non-sale of Canadian cod is the deeper yellow colour of our cure and that—to use his own word—our cod is more "greasy" than that produced in Europe. What this part of Spain requires is a hard and white cured fish. It is also to be noted that the fish cured by wind and sun are much preferred to those artificially dried, while a preference is also had for the fish caught by hook and line rather than for the cod landed in trawlers. The best Norwegian cod runs 22 to 25 fish to the quintal, but fish numbering 40 to 50 to the quintal are equally saleable.

Iceland.—Iceland exports to Spain dry-cured fish and also an excellent imitation of the Newfoundland soft cure known as "Labrador." The dry-cured fish is consumed almost entirely in the province of Cataluna and certain of the adjoining districts. This kind of Iceland fish enters chiefly in the ports of Barcelona and Bilbao and to a very much smaller extent in the ports of Tarragona and Valencia. There is a relatively unimportant consumption of Iceland dry-cured in the hinterland of Bilbao, but large quantities have been discharged at this northern port because the rail journey to the consuming districts has been quicker and up till now more economical than the additional steamer journey to the Mediterranean port of Barcelona.

The principal ports of entry for the soft-cured Iceland fish are Valencia, Alicante, Malaga and Seville, but the total Spanish trade in this imitation Labrador is inconsiderable. Although the fish so cured have clean napes, are well washed and well split, and are generally of better appearance than the Newfoundland Labrador, yet experience has taught importers that this imitation Labrador is very subject to "pink eye" and hence not so marketable.

France.—From France is exported principally to the Spanish ports of Pasages, Valencia, Malaga and Seville her *lavé,* which, although of a drier cure, competes with Newfoundland Labrador. This *lavé* has an important consumption in parts of Spain where Labrador on account of its soft cure is not acceptable.

Owing to the bounty granted by the French Government on exports of fish, and owing more recently to the depreciated value of the franc, this French *lavé* has seriously competed with genuine Labrador. At equal prices, however, the latter is preferred, not only because of its superior eating quality but because French *lavé,* like the soft-cured fish of Iceland, is liable to "pink eye," and even to a much more appreciable extent than is Iceland soft cure.

The United Kingdom.—The exports to Spain of dried fish from the United Kingdom, especially the Scotch-cured, are not of great importance in normal times if allowance is made for the re-exports of considerable quantities of Iceland and Newfoundland fish which at certain periods are shipped via Great Britain. These parcels are also likely to decline in view of the greater shipping facilities which are gradually becoming available.

Newfoundland.—In the south and the south-eastern ports of Spain, both Newfoundland's dry-cured fish known as shore, and her soft-cured, known as Labrador, are most popular, particularly in those consuming districts of the interior as La Mancha, Andalucia and the hinterland of Valencia, Alicante and Carthagena, which with Malaga and Seville constitute the principal ports of entry for Newfoundland cod. In fact a very important trade in Newfoundland fish has been built up in these districts, although even here supplies are supplemented especially by arrivals from Norway,—which shipments come forward usually in the summer season—and from Iceland, while a certain quantity of Scotch-cured is also in demand.

To put the situation in another way, it may be stated that the Norwegian cure, generally speaking, predominates in the sales of that district around Bilbao which may roughly be classified as the North of Spain, the Icelandic cure in the northern Mediterranean provinces around Barcelona, and the Newfoundland cure in the south and south-eastern parts of the country around Seville, Valencia, Malaga and Alicante. At the same time Icelandic and Norwegian cod are sold in smaller quantities in the preferred Newfoundland territory, although on the other hand the Norwegian cure is rarely marketable in the preferred Icelandic district of Barcelona. Thus it is seen that, although each geographical division of Spain has its distinct preference in codfish, yet these different cures are to some extent interchangeable in the three topographical deliminations. Moreover, Scotch-cured cod and the French *lavé* are also sold, but on a much smaller scale, throughout the country.

Canadian exporters therefore should not be discouraged because of existing Spanish preference for codfish, as it is evident that a preference in any one part does not necessarily preclude the introduction of other varieties in that same territory. Moreover, the Newfoundland trade has only been built up more or less recently, and in an important codfish market such as Spain Canadian codfish, if prepared to meet the general requirements, and if proper selling arrangements are made, is practically sure to meet with favour.

GENERAL REQUIREMENTS

What then first are these general requirements? It may be pointed out in this connection that Spain wants a well-split cod, i.e., split down to the crown. Moreover, a clean nape is essential, and the fish throughout should present a clean appearance.

Preference is moreover invariably given to fish dried by nature, and this cure should always be of such a character that the cod will arrive in the best condition at consuming centre. Dried fish of fairly good thickness also commands generally the readier sale, and in any shipment not more than 25 per cent should be below 14 inches in length.

THE MODE OF SHIPMENT

Nor can the proper packing and shipping of cod be nowadays neglected. A very large proportion of the fish received in Spain in the past has been shipped in bulk aboard sailing vessels, but this method is gradually changing and more modern ones are beginning to obtain. Norway and Iceland invariably send their shipments either loose or in bales of 50 kilogrammes packed in jute sacks. The best qualities of Newfoundland shore fish are now packed in casks containing 4 cwt. and to some extent in one-cwt. boxes.

Newfoundland Labrador cure, on the other hand, is sent forward in bulk from the Labrador coast, although more recently these parcels are also arriving in 5-cwt. sacks and in 1-cwt. boxes. The French invariably bale their fish in sacks.

If casks or boxes are used for packing, it is most important that they be strong and well filled and that the casks should allow the packing of large-sized fish without doubling. If jute bags are utilized, the fish should be securely fastened together by cord and the fish bundle so made as just to fit the bale, which precaution prevents the fish from becoming broken or twisted and allows it to retain the original straight appearance.

REPRESENTATION

With reference to the second query as to how best trade may be worked up, it is interesting to note the experience of other countries. When Iceland, for example, decided to make a bid for the Spanish codfish trade, official representatives were sent over by the shippers to study the market conditions and to become acquainted at first hand with the indispensable facts of the trade. They naturally when in Spain become acquainted with the local buyers, and now importers will always take up any shipments from Iceland, provided in the accompanying bill of lading the statement of quality is certified by these official selectors, who are known to the trade. On the strength of these certificates, moreover, the Spanish buyers will also open credits in London. Both Newfoundland and French exporters, moreover, maintain a resident general agent in Spain, while the Norwegian producers, it is anticipated, will presently take similar action. It would seem then that if the shippers who are carrying on the major part of the codfish trade of Spain find it advisable to be officially represented, Canadian exporters would be well counselled to send over some one representing their interests to at least ferret out the preliminary data, which means so much to any future success, and to come to know "who's who" in the codfish trade of Spain.

A good agent or agents in any case is the first essential to success, and he or they should be located in that part of Spain where it is first desired to begin business, e.g., either in Bilbao, Barcelona, Valencia, Alicante, Malaga, Seville, Cadiz or Vigo. Accompanying this report is a list of a large number of Spanish dealers in codfish, so that there is no scarcity of importers on the market with whom Canadian producers can link themselves. Naturally, the preliminary selective process has to be gone through, as Canada wants the best and not the mediocre agent, and this eliminating process can only be done through correspondence or by the impression, afterwards confirmed, of a personal meeting. Status and rating information in this connection will necessarily have to be obtained, and in addition to the ordinary channels available it is not to be forgotten that Canadian exporters have their own Canadian bank at Barcelona, which will be only too glad to assist them in developing their trade with Spain. Reliable representatives are as necessary in this as in any other overseas business, otherwise it may happen, as has not infrequently been the case, that if the cod is bought at such and such a price in the country of origin and sold prior to

arrival in the Spanish market at such and such a price, according to the basis of purchase, and is in the meanwhile (i.e. between the time of purchase and the time of arrival) prices fall, the Spanish buyers will find some way of protesting against the purchase and claiming, e.g. that the fish were in damaged condition, and refusing on this alleged ground to take up the shipment.

Great carefulness therefore should be exercised in the selection of an agent. To preclude any such occurrence, Newfoundland shippers have been in the habit of exporting on a consignment basis without stipulating prices, and as the cod was sold at the market prices prevailing, remittance was made to St. John's. As the parcels by this arrangement were sold at the current quotations and when the market warranted their sale, no such occasion of protest as has been referred to could take place. Of course such a system involves absolute confidence on the part of the shipper in the consignee, and hence the same principle holds true whether the fish is sold on consignment or handled by an agent in the ordinary way.

No time should be lost at home in getting in touch with Spanish importers, and if the initiative is not delayed it may be possible to do some business in the present Spanish codfish season, which began last month and which continues on to May.

PRESENT PRICES OF CODFISH IN SPAIN

It is difficult to give reliable c.i.f. quotations until a little later on, as the new season has only just begun and first arrivals obtain special prices which are rarely maintained and therefore misleading. The c.i.f. quotations, however, during the last week of September were as follows:—

(1) Small Newfoundland shore 70 shillings per 50 kilos; medium Newfoundland shore, 75 shillings per 50 kilos; Newfoundland Labrador, 50 to 52 shillings per 50 kilos. Both sets of prices will probably decline especially "Labrador," which may easily reach 40 shillings.

(2) Prime quality Iceland caught by smacks	200 shillings per 160 kilos.		
	trawler	195	160
	net	185	160

(3) Norwegian and Scottish cod 85 to 90 shillings per 50 kilos.

(4) French cod about 75 shillings per 50 kilos.

SPANISH TARIFF ON CODFISH

Codfish imported into Spain from Canada under the proposed new tariff pays the same duty as does cod from other parts of the Empire, viz., 40 gold pesetas per 100 kilos. As this duty is considered excessive, efforts are being made by merchants and chambers of commerce to have it reduced in the definite tariff likely to be approved and come into force by the beginning of the year. Owing to the tariff war between Spain and Norway the former country has raised the duty on Norwegian cod to 72 gold pesetas per 100 kilos.

In order that Canada may secure the lower or second column duty it is necessary that shipping documents be accompanied by a certificate of origin duly countersigned by a Spanish consul.

TERMS OF PAYMENT

If the future Canadian business is handled by local agents, it would seem desirable for Canadian exporters to offer at least as favourable terms as do the Norwegians, who stipulate payment by acceptation of a draft at 30 days' sight from date of invoice in exchange for shipping documents.

IMPORTS OF CODFISH

Hereunder are given, according to countries of origin, the Spanish imports of cod and dried fish for the two full years of 1919 and 1920, and for the first six months of 1921. It is to be noted that the imports for the first half of any year are always lower than those of the second half.

Country of Origin	1919 Kilos	1920 Kilos	Six Months, 1921 Kilos
Germany	....	145,195	18,122
Denmark	8,559,245	6,658,500	3,798,840
United States	67,342	154,695	25,496
France	2,900,787	3,546,424	1,102,945
Great Britain	5,723,754	10,707,043	3,213,042
Norway	5,797,356	13,744,521	7,407,234
Danish Possessions	5,714,391	4,318,527	3,004,402
French Possessions	....	218,923	....
English Possessions	16,202,040	15,234,359	9,603,180
Various	14,486	....	....
Total kilos	44,979,401	55,245,321	28,285,335
Total pesetas	34,184,345	41,986,444	21,496,855

LIST OF IMPORTERS

On application to the Director, Commercial Intelligence Service, Ottawa, the names and addresses of the principal Spanish importers of codfish may be obtained by Canadian firms (quote File No. 25101).

RUSSIAN TIMBER ON THE BRITISH MARKET

Trade Commissioner L. D. Wilgress

London, November 1, 1911.—Receipts of Russian timber during the past few months have created considerable interest among the timber trade of Great Britain. The report on the economic situation in Russia published in the last number of the *Weekly Bulletin* (No. 928) referred to the quantities of timber available for export from that country. Interviews with London timber brokers confirm the excellent quality of some of the timber received from Archangel. During the last few months over fourteen shiploads of timber have arrived at London and Hull from Russia. The total quantity received is approximately 20,000 standards. Most of this timber has come from Archangel, but a few shiploads have also arrived from Petrograd. It is reported, however, that most of the timber available for export from Petrograd is being sent to Germany.

The brokers interviewed state that the timber received from Petrograd shows signs of having been exposed for a long period. That from Archangel was very much better in quality, but had evidently been cut about two years ago. It was, however, equal to the best Russian timber imported before the war. Most of the shipments consisted of large sized timber, 2½ and 3 inches thick, and some 4 inch material, of good average lengths. This timber has been readily taken up by brokers in London and Hull, in as much as 1,000 standard lots. Prices realized have been inordinately high as compared with the ruling quotations for best Swedish timber. The prices run as high as £27 a standard for third grade and £48 for high-class material.

The timber has been imported by the All-Russian Co-operative Society, "Arcos" of London, which is the Soviet Government's organization for trade with Great Britain. When the first lot was received it was announced that the timber was to be disposed of by auction through a leading timber firm. Later this auction was cancelled and all of the timber has been disposed of by private treaty to timber brokers in London and on the East Coast. Further shipments are expected before navigation closes at Archangel, and it is understood that the season's receipts will total twenty-

five shiploads. The Soviet Government hope to keep the port of Petrograd open most of the winter by means of ice breakers, so that further shipments may be received from that port. The total quantity of timber available for shipment from Petrograd during this year is stated to be 30,000 standards.

FOREST EXPLOITATION IN NORTHERN RUSSIA

In connection with the receipts of timber from Archangel, it is of interest to note the measures taken by the Soviet Government for exploiting the forest wealth of Northern Russia. The report on the economic situation in Russia, published in the last number of the *Weekly Bulletin,* referred to the new policy of the Soviet Government in combining nationalized factories into State-controlled trusts to be run on commercial lines. This policy has been applied to the timber industry of North Russia by the creation of the Northern Timber Trust, known as "Severolyes." The total area of the northern forest region is estimated at 150,000,000 acres. Of this, about 65,000,000 acres have been placed under the management of the Northern Timber Trust. The remaining 85,000,000 acres of forest land are available for concessions to be granted to foreign capitalists. The number of saw-mill frames placed at the disposal of the Northern Timber Trust is 180, while in lieu of working capital the Government handed over to the trust 130,000 standards of exportable timber, of which 50,000 standards are reported to be ready for loading. With part of the proceeds from the sale of this timber abroad it is intended to purchase saw-milling machinery and other equipment to increase the productive capacity of the saw-mills under control of the trust. It is some of this timber which has been recently arriving at British ports from Archangel and has created quite a stir among the timber trade of the United Kingdom. It should be pointed out, however, that the amount of timber at present available for export from Russia is not unlimited, as the quantity cut in recent years has not been large, and production is hampered by lack of equipment and difficulty of feeding workers in the forest area.

MARKET FOR MEDICINES AND DRUGS IN INDIA

An American drug company which has an office in Bombay and employs agents to sell medicines in the country districts announces that the business is increasing so rapidly that it is impossible to fill all orders. The goods are shipped from Bombay c.o.d., and not delivered until the post office, banks, or railways have collected the charge. Agents call upon and study the requirements of their customers, visit the hospitals and medical schools, and are in close touch with native druggists. Advertising is conducted on an extensive scale, this being found a most successful method of transacting business in India.

CANADIAN EXPORTS AFFECTED BY UNITED STATES EMERGENCY TARIFF, OCTOBER AND FIVE MONTHS JUNE TO OCTOBER, 1921, AND COMPARISON WITH CORRESPONDING PERIODS IN 1920

The United States Emergency Tariff Act was passed by Congress on May 23, signed by the President on May 27, and became effective on May 28. The table opposite shows, as far as these are given separately in Canadian statistical records: (1) the articles which Canada has been exporting to the United States affected by the Act with the respective rates of duty; (2) quantities and values of these articles exported in October, 1920, as compared with those in October, 1921—the fifth full month of the operation of the Emergency Tariff Act; and (3) quantities and values for the five months June-October, 1920, as compared with the corresponding period in 1921.

Canadian Exports to United States Affected by Emergency Tariff, October, and Five Months, June to October, 1921, and Comparison with Corresponding Periods in 1920. (Compiled by the External Trade Branch, Dominion Bureau of Statistics)

Tariff Number and Article	Rate of Duty	Unit of Quantity	Month of October 1920 Quantity	Month of October 1920 Value	Month of October 1921 Quantity	Month of October 1921 Value	Five Months ended October 1920 Quantity	Five Months ended October 1920 Value	Five Months ended October 1921 Quantity	Five Months ended October 1921 Value
				$		$		$		$
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete, and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional degree shown by the polariscope in addition and fractions of a degree in proportion	Per pound. 1 16/100 cent; 4/100 cent	Lb.	9,625	2,028	50	6	49,560,864	8,899,638	11,730	984
Molasses testing not above 40 degrees	24 per cent *ad val.*	Gal.	41,149	5,868	66,503	4,512	356,888	37,443	555,952	27,648
Molasses testing above 40 degrees and not above 56 degrees	Per gallon. 3½ cents									
Molasses testing above 56 degrees	7 cents									
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together—	Per pound.									
If unstemmed	$2.35	Lb.	3,382	2,858	228	103	20,225	26,714	974	329
If stemmed	$3.00									
195 Butter and substitutes therefor	6 cents	Lb.	479,250	250,204	942,176	334,921	4,105,432	2,157,507	1,285,088	443,968
196 Cheese and substitutes therefor	23 per cent *ad val.*	Lb.	74,546	19,290	1,224,121	193,373	364,689	103,802	1,241,864	200,204
ex 197 Beans not specially provided for	Per pound. 2 cents	Bush.	21	106	....	....	3,906	18,576	24	24
208 Onions	Per bush. of 57 lbs. 40 cents	....	....	....	....	....	....	....	....	....
ex 212 Flax seed	Per bush. of 56 lbs. 30 cents	Bush.	74,266	229,583	694,991	1,305,252	594,257	1,960,534	1,976,482	3,818,549
ex 217 Apples	Per bush. 30 cents	Brl.	4,121	18,211	257,058	1,341,523	17,458	69,825	350,025	1,721,328
ex 465 Corn or maize	15 cents per bush. of 56 lbs.	Bush.	....	....	....	....	1,552	3,442	2,150	2,164
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork	2 cents per pound	Lb.	4,909,800	973,461	4,539,100	536,265	19,966,200	3,651,229	12,627,500	1,603,023
Meats of all kinds, prepared or preserved, not specially provided for	25 per cent *ad val.*	Lb.	338,012	63,349	151,256	17,672	1,707,420	367,413	601,525	92,295
547 Milk, fresh	2 cents per gallon	Gal.	106,045	33,283	47,128	34,373	921,283	240,224	697,482	149,814
Cream	5 cents per gallon	Gal.	144,425	227,144	174,252	262,778	912,657	1,406,101	943,518	1,438,064
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings	2 cents per pound	Lb.	1,088,144	150,595	31,918	7,013	8,354,725	1,229,143	1,195,385	195,874
ex 581 Potatoes	25 cents per bush. of 60 lbs.	Bush.	318,434	284,551	118,135	104,010	797,845	1,344,749	293,229	263,485
ex 619 Cattle	30 per cent *ad val.*	Head	45,188	3,543,439	25,425	669,404	141,685	10,965,147	59,730	1,505,386
Sheep one year old or over	2 dollars per head	Head	43,471	415,521	23,566	115,662	106,102	1,051,186	62,873	342,357
Sheep less than one year old	1 dollar per head									
ex 644 Wheat	35 cents per bush.	Bush.	8,311,789	20,705,051	1,650,045	2,109,962	9,965,010	25,161,824	3,401,816	5,179,230
Wheat flour and semolina	20 per cent *ad val.*	Brl.	131,374	1,570,509	41,992	284,010	216,912	2,630,206	58,173	403,234
ex 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools—										
Unwashed	15 cents per pound	Lb.	384,642	124,631	83,275	8,188	1,987,766	841,251	102,966	11,136
Washed	30 cents per pound									
Scoured	45 cents per pound									
			....	28,619,682	....	7,329,028	....	62,166,044	....	17,399,096

THE WORLD'S TEA TRADE, 1920-21

Trade Commissioner Harrison Watson

London, October 29, 1921.—Messrs. Brooke, Bond & Co., of London, in their annual report on the tea trade, which has just been published, state that many of the difficulties with which firms engaged in the business had to contend during the year 1919-20 have continued during the present year.

The greatest of these has been exchange, which at one time—and that when Indian producers in particular were in the habit of arranging their remittance—was as high as 2s. 8d. per rupee. There is little doubt that at between 2s. and 2s. 8d. a good deal of money to finance the new crop of 1919-20 went to India, because the coolies must be paid, and there is no doubt also that had not exchange fallen, the result to the tea trade (and to many other Eastern trades as well) would have been catastrophic. The danger is still a real one, as if the new par of exchange (2s.) is again reached, tea will go to a price which must seriously curtail consumption.

The position in the United Kingdom last year was that there were stocks on hand amounting to 227,000,000 pounds, against a normal holding of about 90,000,000. Much of this too was of an inferior quality and had at various stages during its transport been kept in unsuitable places, with the result that all of it had deteriorated, and some of it was quite unfit for consumption.

It is reported that the proposal which was first made in 1919 that the Indian and Ceylon growers should agree to restrict their 1920 crop to 90 per cent, and their 1921 crop to 80 per cent of the previous five years' average, was not generally accepted, but as all growers realized that it was not in their interest to export poor qualities, or quantities in excess of what London could absorb, quality improved and production on the whole was reduced, sometimes by plucking only fine and sometimes by abandoning unproductive areas. The Indian planters also arranged to spread the shipment of 1920, and later of the 1921 crop, evenly over the whole year instead of marketing it all during a period of seven months, as was formerly the custom. Messrs. Brooke, Bond & Co., Ltd., state that although this sounds a very excellent plan, its disadvantage is that, as it has been usual to send the new season's tea to England as quickly as possible, there is no provision for storage on the gardens, so that some that had to be kept back was spoilt. The Port of Calcutta is also intended for transmission, not for storage for any length of time, but steps are being taken to furnish the necessary facilities both in the gardens and at the port.

Production

It is still impossible to give as full and definite statistics as were available before the war, and the company cannot give the exact output of the various tea producing areas, but estimate that the three countries, India, Ceylon and Java, are about 80,000,000 pounds behind their normal production.

INDIA

A table published in the review shows that exports of tea from India to all destinations are less than in 1919-20, with the exception of shipments to Bombay, the Persian Gulf and Canada. The total exports amounted to 226,844,501 pounds, as against 348,225,351 pounds in the previous year, shipments to the United Kingdom showing a corresponding fall to 222,073,283 pounds from 303,241,459 pounds. Canadian receipts advanced from 7,808,287 pounds to 7,885,103 pounds.

The production of tea in India is computed to have undergone a percentage fall of 9·71 during the year, while the quality of the crop was not in any way remarkable.

CEYLON

In Ceylon too, exports fell, the figures being 168,510,977 pounds in 1920-21, as compared with 210,813,687 pounds in 1919-20, a diminution of about 20 per cent. The greatest reductions are in respect to exports to the Continent and America. As with all other commodities, the depreciated currencies of Europe have told heavily on the demand for tea, while the United States, suffering from an economic crisis, was out of the market for months, and in fact is only now recovering.

As in India, production has been restricted by fine plucking, with the result that the tea sent to the United Kingdom has commanded good prices. The freight position has also eased, to the extent that the rate from Colombo to London is now 65s. per ton of 50 cubic feet, as against 162s. a year ago.

Messrs. Brooke, Bond & Co., Ltd., remark that Ceylon planters are showing their wisdom in paying great attention to the plucking, manufacture and packing of their produce. Further, three new export warehouses are being erected in Colombo where tea can be stored under proper conditions until it can be shipped. It is added that "it is very certain that if the Ceylon trade does not flourish, it will not be owing to lack of enterprise or of energy upon the part of producers, who seem to be more alive to world conditions than their compatriots in India."

JAPAN

According to the report, Japanese tea is being ousted from the American market by Ceylon. The lessening of the demand in the United States has caused the Japanese growers and merchants to suffer severe loss; some in fact have been obliged to retire from the trade in spite of strenuous endeavours to regain lost ground.

JAVA

Exports from Java in 1920-21 were 72,122,600 pounds, or 61,190,600 pounds less than in the previous year. This remarkable decline was due to the fact that the economic crisis was felt more acutely than in India and Ceylon, and many estates have had to close down.

SUMATRA

Sumatra exports are noteworthy, in that unlike other producing countries, an increase was recorded from the previous year's figures (9,970,538 pounds) to 10,946,332 pounds.

CHINA

The season has been a bad one for China as far as foreign trade is concerned. In anticipation of a big demand from Russia and the Continent, London buyers took a great deal of common and medium China tea at the end of 1919, which could not be absorbed. Forced realizations under these conditions and following a fall in exchange brought prices down to a very low level, and as a result the Chinese trade has suffered.

For some years, Messrs. Brooke, Bond & Co., Ltd., write, the China trade has been declining, and must continue to do so until better methods of cultivation and manufacture are adopted.

Consumption

THE UNITED KINGDOM

Imports of tea into London during the year 1920-21 amounted to 408,180,000 pounds, compared with 445,686,000 in 1919-20 and 346,980,000 in the previous year. As well as the tea received in the port of London, a certain amount is landed at other ports in Great Britain. For instance, between September, 1920, and June, 1921, Manchester received 23,000,000 pounds, but the view is expressed that it is doubtful if a free market will ever be established outside London.

EUROPE

As stated above, consumption on the Continent has not increased, as it was hoped it would do after the war, though it is above that of 1913. Germany has been buying again, and quite recently considerable quantities of tea have been shipped to Hamburg and Bremen in anticipation of enhanced duties. It seems probable that some of the tea sent to Germany eventually goes to Russia. It will be realized what a difference the cessation of exports to that country must make to producers when it is recalled that the last pre-war year Russia took 181,000,000 pounds direct from countries of production and probably a good deal more indirectly.

UNITED STATES

Imports amounted to 90,246,615 pounds in 1920, as compared with 80,962,920 pounds in 1919 and 134,418,201 pounds in 1918.

As is known, strong efforts have been made in recent years to popularize tea in the United States, but apparently these have not met with much success. In that country fourteen times as much coffee as tea is still drunk, and nearly four times as much cocoa as tea; while in the United Kingdom six times as much tea as coffee is consumed.

CANADA

Canadian imports from India have already been recorded. As regards Ceylon, however, Canada took much less tea than in 1920, the respective figures being 2,900,000 pounds and 4,700,000 pounds. Arrivals from Java were also on a greatly reduced scale (44,000 pounds against 1,300,000 pounds).

AUSTRALASIA

Messrs. Brooke, Bond & Co., Limited, note that Australasia remains a good market for tea, although decreases in imports are apparent as compared with previous years. India, Ceylon, and Java are keen competitors for the trade, in which Java enjoys a slight advantage owing to her being able to place the article on the market more cheaply.

INDIA

It is stated that the consumption of tea is undoubtedly increasing in India itself, this success being largely attributable to the well-directed propaganda work of the Indian Tea Cess Committee.

Native merchants now operate to a considerable extent on the Calcutta market and tea is sold by numerous small shopkeepers. Bazaar work in Bengal has been dropped by the committee, being considered complete, and is now being carried on in the Punjab, the United Provinces, and Southern India. The demand is of course not for the fine grades, this being generally beyond the purchasing power of the poorer people.

AUTOMOBILES IN ROTTERDAM

There has been a proportionately large increase in the use of passenger automobiles in Rotterdam in the past few months, says Consul Geo. E. Anderson, in the *United States Commerce Reports*. The statistical report of the municipality for the first six months of the current year shows that there were 636 pleasure cars in use in the city on January 1, 1921, which had increased to 730 by July 1. The number of taxicabs increased from 300 to 340, and of freight automobiles from 620 to 630, while the number of ambulances remained at 3 and the number of post office cars fell from 51 to 42. The total number of cars in the municipality, according to the police returns, have increased from 1,609 on January 1, 1921, to 1,745 on July 1, 1921. This number is not complete and does not include many cars listed by other authorities, but it indicates the course of the automobile industry in this city.

PRELIMINARY CROP RETURNS FOR ENGLAND AND WALES, 1920-21

Trade Commissioner Harrison Watson

A BIG WHEAT YEAR

London, November 4, 1921.—The Minister of Agriculture has now published the preliminary statement showing the estimated total produce and yield per acre of the corn, pulse, and hay crops in England and Wales, and the figures confirm the previous impression that wheat is the outstanding crop of the year, and that, with the exception of the hay crops, which are lamentably short, the other cereals have suffered less from the prolonged drought than might have been anticipated, although the yields are below the average.

WHEAT

The autumn-sown crops stood the long drought very well, and those sown early in the spring remained satisfactory, but late sowings, especially on rough land, suffered very considerably, and spring corn generally was short in the straw.

The total production, as will be seen from the annexed table, is estimated at 8,723,000 quarters, which is rather more than 2,000,000 quarters greater than in 1920, and larger than in any year since 1898, with the exception of 1918, when the area of this crop was greatly increased as a result of the food production campaign.

The yield per acre for England and Wales is estimated at 35·3 bushels, or nearly 5 bushels above the average and the highest recorded since official returns of production were first collected in 1885.

BARLEY

Barley, upon the other hand, falls about 1,000,000 quarters short of 1920 and 550,000 below the average, the estimated yield per acre of 29·6 bushels being about 1½ bushels under average.

OATS

Oats were also a light crop, the total production being about 700,000 quarters less than in 1920, and the yield per acre (37·3 bushels), or over 1 bushel below average. In some districts there were very many poor fields of oats as well as of barley, but in other cases crops threshed out better than was expected.

BEANS AND PEAS

Beans, with one exception, show the smallest production since 1904, the yield of 26·2 bushels per acre being 1 bushel below average and 5 less than in 1920. Peas were also poor, with a return of about 1⅓ bushel per acre under the decennial average.

HAY

As is already known, hay suffered from a very dry spring, and the total crop is one of the lightest on record. It was, however, recovered under favourable conditions and is of good quality.

It is announced that the estimates of the potato and root crops will be issued later.

The complete results in tabulated form are as follows:—

	Estimated Total Produce		Acreage		Average Estimated Yield per Acre		Average of the 10 years,
	1921	1920	1921	1920	1921	1920	1911-20
England and Wales	Quarters	Quarters	Acres	Acres	Bush.	Bush.	Bush.
Wheat	8,723,000	6,669,000	1,976,203	1,874,585	35.3	28.5	30.5
Barley..	5,309,000	6,335,000	1,435,524	1,636,960	29.6	31.0	31.0
Oats..	10,022,000	10,746,000	2,147,421	2,265,624	37.3	37.9	38.4
Mixed corn..	570,000	606,000	134,898	146,324	33.8	33.1	....
Beans..	778,000	957,000	237,182	246,314	26.2	31.1	27.2
Peas..	313,000	443,000	105,699	129,311	23.7	27.4	25.0
	tons	tons			cwt.	cwt.	cwt.
Seeds' hay..	2,142,000	2,584,000	1,757,474	1,674,442	24.4	30.9	28.4
Meadow hay	3,197,000	5,627,000	4,052,505	4,394,948	15.8	25.6	21.8

THE HOUSING SHORTAGE AND THE IDEAL HOMES EXHIBITION IN GLASGOW

Trade Commissioner Gordon B. Johnson

Glasgow, October 31, 1921.—For every new house being erected by the Glasgow Corporation at present there are at least four families applying for admission. Thus some 16,000 heads of families, representing at a modest calculation 50,000 people, are anxiously awaiting the completion of the 4,000 dwellings now in course of construction.

During a recent inspection by Lord Provost Paxton and members of the corporation of the various housing schemes being carried out on the outskirts of the city, the Lord Provost stated that Glasgow required 57,000 new houses, so that while they had made only a modest start with the 4,000 now undergoing erection, they were providing good dwellings with ideal surroundings.

When these housing operations increase, as they are bound to do with the fall in the price of materials and labour, the demand for all that goes to the building, furnishing, and the running of a going concern of a modern ideal home will be clamorous. The Ideal Homes Exhibition, now an annual affair at the Kelvin hall, Glasgow, has this year, therefore, been one of very special interest, success, and opportunity. The exhibition is by no means a merely local show. It is national in character, with exhibitors from all over the kingdom and visitors from every part of Scotland.

Kelvin hall is the largest exhibition hall in Great Britain, and from September 19 to October 15 every foot of space was occupied by exhibitors of building materials, furnishings, lighting, heating and cleaning appliances, sanitary appliances, decorations, foodstuffs in immense variety, and all the many labour-saving devices which are rapidly becoming in this country the necessity of every home. The exhibits themselves were of great interest to the large throngs that were present each day and evening, but amusement and instruction was further provided by a band, one of the best military bands in the kingdom, by an art photograph exhibition of high merit, and a free cinema show in a large hall under the same roof. The films shown were of the usual variety interspersed by six interesting Canadian films lent to the exhibition authorities by Jury's Imperial Pictures, Limited, of London, through the intervention of the Canadian Trade Commissioner at Glasgow.

Two Canadian firms were among the exhibitors, although Canadian products were to be seen at other stalls not exclusively Canadian. Last year there were a considerable number of Canadian products on view, more than this year, but that was due to the exhibition in 1920, under the name of the Housing and Health Exhibition, immediately following the Canadian Industries Exhibition in London, with many exhibits readily available for Glasgow.

The general manager of the exhibition stated that from the point of view of the corporation, the exhibitors, and the public the exhibition has this year been an unqualified success. In many cases the exhibitors report having done good business, many of them better than a year ago, which is somewhat surprising in view of the general depression in trade at the moment. The number of people attending numbered about 450,000. He stated that Canadian manufacturers of household appliances, food products, etc., would do well to have representation at the exhibition next year, and so far as he and the corporation of Glasgow are concerned, any exhibitors from the other side will be heartily welcomed if they care to take part, and every assistance will be given to them to make their display a success.

IMPORTANCE OF ADVERTISEMENT AND PROPAGANDA

There is no need to dilate to Canadian manufacturers and exporters on the value of advertisement and propaganda. Such propaganda in the Canadian home market is recognized as an essential feature of business. It is still more essential in a free

market such as this. Firms who are convinced that the quality and prices of their products are competitive in the British field and are willing to risk some money to place them before the public, can hardly make a mistake in taking space at the Ideal Homes Exhibition next year. The expense incurred may easily be balanced, and a profit secured, by direct sales to the public at the show itself, and a valuable advertisement secured for nothing.

The exhibits are classified under: Building Materials; Furnishings; Lighting, Heating, Labour-saving and Heating Appliances; Sanitary Appliances; Decoration; Recreation; and Foodstuffs (prepared and preserved). Canadian products which appear to be specially suitable for display are timber of all kinds, doors, window fittings, roofing materials, art metalwork, kitchen and cooking utensils and kitchen cabinets, electrical appliances, pianos, wallpapers, and food specialties.

A well-known Canadian firm with a branch and stock in London who were one of the exhibitors here write as follows:—

"In regard to the Ideal Homes Exhibition, I might say that I am very well satisfied with the results, although they did not come up to my hopes. From a propaganda standpoint, I believe that it was well worth while, as there is no doubt a large number of people had the opportunity of examining and investigating the products of Messrs. —— in a way that could not otherwise have been afforded. The fact that we were able to do sufficient business direct with the public to cover the expense, makes an exhibition of this kind well worth while. At the exhibition a year ago, we did much more than this and made a very nice margin of profit.

"There is no doubt that an exhibition of this kind should be worth while for Canadian producers of domestic appliances and equipment or foodstuff specialties. It is, of course, extremely difficult to convince Canadian firms that exhibitions in this country are worth while. As you are no doubt aware, exhibitions in Canada from the standpoint of business done directly, are more often than not failures. This year at one exhibition, in spite of an enormous attendance, the business done at the exhibition proper by our firm was smaller than what I did at Glasgow, and their expenses fully twice the amount. Canadian manufacturers, having the experience of those exhibitions, are afraid to spend money in exhibitions over here. Then, too, they had a rather disastrous experience at the Canadian Industries Exhibition in June, 1920, which will make them still more frightened to spend money here.

"The real difficulty is that Canadian business houses have not the proper representation. Many with whom I have come in contact have been men who are utterly unable to adapt themselves to the trading methods of this country. The result is that they find their United Kingdom business unprofitable. Many firms, too, do not realize that in order to build up a connection in this country, they must spend money, and if they do go so far as to open a branch they think that that branch ought to pay at the first week of being organized, little realizing that, no matter how well their products may be known in Canada, there may be a thousand equally good lines on this market which are much more widely known to the public here.

"I have tried to set down the facts as I have seen them. I believe that could Canadian manufacturers and producers be persuaded to take a broader view, they would find such exhibitions as the Glasgow Ideal Homes well worth while."

SWEDEN'S FOREIGN TRADE IMPROVEMENT

Figures published by the Swedish Board of Trade show that the increase in exports continued during September, especially as regards timber, pulp, paper, iron ore, iron and steel. Imports also increased, particularly maize, wheat, coal, and coke, 306,500 tons of coal coming into the country, compared with 154,000 tons in August, the September figure being the highest this year.

INQUIRIES FOR TURKEYS FOR THE MANCHESTER DISTRICT

Mr. J. E. Ray, Canadian Trade Commissioner in Manchester, writes under date November 3, 1921:—

Turkeys for the Christmas trade are enquired for by Manchester importers. As the season is fast approaching, Canadian packers are requested to cable offers to this office when the writer will place them before the leading dealers in the district.

The weights most favoured are from 8 to 10 pound pullets, and 8 to 14 pound cocks. Some importers ask for clean-plucked turkeys; others, partly plucked.

MARKET FOR LAPPING BOARDS IN MANCHESTER DISTRICT

Supplementing the report on the above subject from Mr. J. E. Ray, Trade Commissioner in Manchester, which appeared in *Weekly Bulletin* No. 912 (July 25, 1921), attention is drawn to the specifications appearing among the Trade Enquiries in this issue. Doubtless there is a big market for papered, unpapered and partly papered lapping boards in the cotton and woollen industries of England, and it is hoped that Canadian manufacturers will quote rock bottom prices and endeavour to establish permanent connections with direct users. Strict adherence to specifications cannot be too strongly emphasized.

FLOUR IMPORTS INTO THE WEST INDIES

Trade Commissioner E. H. S. Flood

Barbados, October 31, 1921.—A decline in the quantity of flour imported into the West Indies followed closely after the breaking out of the war. This was largely due to the restricted shipping facilities and also to the increased cost of flour. In the two years preceding the war these colonies, including the Bahamas, imported in the neighbourhood of one million bags of flour. In 1912 the import exceeded the million mark, the United States supplying 750,000 and Canada 300,000. During the four years, 1916-19, the annual average was only 848,878 bags. Leaving out Jamaica and the Bahamas, the southern islands, including British Guiana, imported in the four-year period an average of 600,576 bags annually, of which Canada supplied 474,663 and the United States 119,800. Since the Canada-West India Agreement came into effect the import of flour from the United States has fallen off steadily and from Canada has increased. Now Canada supplies about three-quarters of all the flour used in the southern colonies.

CANADIAN FLOUR PREFERRED

Prior to the Canada-West Indies Agreement a prejudice existed in the minds of the bakers against Canadian flour. The bakers had been accustomed to use almost exclusively American brands of flour, and their prejudice lay chiefly in the fact that they had not given any Canadian brand of flour a fair trial. No doubt Canadian and United States flour were practically identical in quality, but it was stated that Canadian flour did not keep so well in this climate. However, the old prejudice has been forgotten and has been replaced by one in favour of Canadian flour as against any other. The principal buyers are the bakers. Very little is purchased by the householder, only a small amount of domestic baking being done. The bakers do not, as a rule, buy direct but through local firms acting as agents for the flour mills. Quotations are generally c.i.f. in Canadian currency, and terms of payment, though varying, may be stated at ten to thirty days' sight against documents to be delivered

on arrival of the shipment. At the present moment it is stated that shipments are being made sight against documents on account of the sharp fluctuations taking place in the market price of flour.

SIZE OF CONTAINERS, GRADES OF FLOUR, AND PRICES

Flour is shipped to the West Indies in bags, half-bags and barrels. In Barbados nearly all flour comes in half bags of 98 pounds. In Trinidad and Demerara, though some of the flour comes also in half-bags, a considerable quantity is in the full bag of 196 pounds. In some of the smaller colonies part of the flour is still imported in barrels.

The grades of Canadian flour used are:—Family, Bakers, Extra Super and Super, of which the chief demand is for Bakers and Super. The same grades come from the United States, but the demand is mostly for the lowest grades and for winter wheat flour for the biscuit manufacturers.

Advices are to the effect that in all the principal colonies the supply of flour at the present time is ample. Quotations in Barbados, c.i.f. for bags of 196 pounds, are: Family, $8.20; Bakers', $6.70; and Supers, $5.95, subject to exchange.

IMPORT DUTY

The customs duty in the various islands is as follows:—

	Preference	General Tariff
Trinidad	Free	1s. 0d. per bag of 196 lb.
Barbados	3s. 9d.	4s. 9d. " "
British Guiana	4s. 0d.	5s. 0d. " "
Antigua	7s. 0d.	8s. 4d. " "
St. Kitts	7s. 0d.	8s. 4d. " "
Dominica	7s. 4d.	8s. 4d. " "
Grenada	4s. 0d.	6s. 0d. " "
St. Lucia	3s. 0d.	4s. 0d. " "
St. Vincent	4s. 0d.	5s. 0d. " "
Bahamas	1s. 0d.	2s. 0d. " "
British Honduras	Free (if imported through a foreign country 1s. 0½d.)	4s. 2d. " "

PORT FACILITIES

Vessels load and discharge in a harbour or an open roadstead at all ports in the West Indies except Georgetown (Demerara) and Castries (St. Lucia), where docking facilities are provided. In the other ports cargo is handled in lighters by the steamship company, and the work done with reasonable despatch and on the whole in a satisfactory manner. In the larger colonies the steamship companies provide spacious warehouses, where freight is stored for several days after arrival without charge, after which delivery must be taken or the freight sent to a Government warehouse or to a private bond. The most important firms as a rule have their own private bonding warehouses where storage facilities are adequate.

OPENINGS FOR CANADIAN FLOUR

Jamaica and the Bahamas are getting the bulk of their flour from the United States, and the reason is no doubt that they lie close to that country and have easy shipping facilities. Jamaica is one of the largest importers of flour in these islands, and up to a few years ago received all its requirements from the United States, but there is a considerable quantity now coming from Canada, and a statement made some time ago by the Comptroller of Customs showed that Canadian flour was coming through the United States and credited to that country in the returns. Nevertheless the United States has still the greater share of the trade. Grenada also imports a large quantity of flour from the United States, in spite of the fact that a steamer of

the Canadian subsidized line calls there fortnightly. These three colonies import upwards of 300,000 bags of flour annually, and certainly they offer a field for Canadian enterprise.

It is reported here in the trade that one firm in the United States has on two occasions offered bakers' flour at the same price, duty paid, as Canadian flour of the same grade, thereby meeting the preference and the difference in the exchange rate of Canadian and United States funds in these islands which is favourable to Canada. These two items together would be equal to offering the flour at about three shillings and sixpence a bag cheaper than Canadian. No doubt some business was done on account of this cut in price, but fortunately on both occasions the market was in ample supply. It is well, however, that Canadian millers should know how carefully quotations in these markets are followed by their neighbours in the south.

STATEMENT SHOWING THE IMPORT OF FLOUR INTO THE WEST INDIES FROM CANADA, THE UNITED STATES AND OTHER COUNTRIES DURING THE FOUR-YEAR PERIOD 1916-19 (LEAVING OUT JAMAICA AND THE BAHAMAS)

	Canada	United States	Other Countries	Total
		Bag of 196 lb.		
Trinidad—				
1916	220,366	64,975	53	285,394
1917	197,551	40,805	76	238,432
1918	216,513	9,413	2	225,928
1919	267,272	41,264	11,388	319,924
British Guiana—				
1916	146,671	36,412	......	183,083
1917	101,610	40,315	......	141,925
1918	109,662	12,964	......	122,626
1919	143,053	21,853	4,533	169,439
Barbados—				
1916	57,160	25,903	67	83,130
1917	45,422	19,967	274	65,663
1918	53,172	17,899	119	71,190
1919	12,726	15,157	......	27,883
Grenada—				
1916	4,349	22,207	......	26,556
1917	3,647	17,072	......	20,719
1918	12,279	10,787	......	23,066
1919	12,726	15,157	......	27,883
St. Lucia—				
1916	9,086	7,394	......	16,480
1917	8,084	4,043	......	12,127
1918	9,479	1,714	......	11,193
1919	14,464	643	......	15,107
St. Vincent—				
1916	7,608	152	......	7,760
1917	6,317	79	......	6,396
1918	5,555	15	......	5,570
1919	9,666	53	......	9,719
Leeward Islands—				
1915	42,563	8,767	637	51,967
1916	45,834	8,550	819	55,203
1917	35,065	8,412	1,037	44,514
1918	40,925	10,753	1,495	53,173

NEW RAW MATERIAL FOR PAPER MANUFACTURE

According to a German press report, the Muldental werke A. G., of Freiberg, has recently patented a process for the treatment of fresh water flora which provides material which can be used in the manufacture of paper, pasteboard, cardboard, etc. The report further states that this company has carried out a series of experiments in its own factories, and has proved the practical value of the new raw material and the profitableness of the production. It has succeeded under very favourable conditions in securing for itself the sole patent rights for the manufacture of this product in Central Germany. The directors of the company now intend to establish a new factory for the production of this material, in order to render themselves independent of the supply of other raw material.

AUSTRALIAN FINANCIAL CONDITIONS

Trade Commissioner D. H. Ross

Melbourne, Australia, October 11, 1921.—The spring months are being entered upon under most favourable climatic conditions as, generally, throughout Australia beneficial rains have recently fallen at the right time to stimulate the final growth of the coming season's harvest, with the result that wholesale distributors of imported goods and commodities report active trade in the country districts.

The recent domestic loan of £10,000,000 was slightly over-subscribed, and the amount is to be entirely devoted to repatriation purposes, such as settling returned soldiers on the land and the erection of houses in town and country.

A new development in Australian Government finance has been the floating of a loan in New York on behalf of the State of Queensland for $12,000,000, which carries interest at the rate of 7 per cent per annum with provision for an annual sinking fund. Full details of the flotation are not available at this date. This is the first time an Australian State has borrowed money outside of London, and the interest rate is stated to be higher than any British Government flotation in New York, and certainly higher than that hitherto paid by public borrowers in the Commonwealth.

The value of importations since the beginning of the present fiscal year on July 1 shows, as anticipated, a substantial contraction, and this reduction is reflected in the fall in the customs revenue for the period stated. The increased duties have also a bearing upon the restricted orders going abroad and, until present stocks are exhausted, the effect of the tariff upon importations cannot be conjectured.

Heavy stocks of merchandise, much of which was purchased many months ago, when higher prices were ruling in the world's markets, are still held in bond, and in numbers of instances the goods are being re-exported to the countries of origin on account of the valuation for dutiable purposes being in excess of the values to be obtained on a duty-paid basis of realization. In this connection, some Canadian silk hosiery was returned to the manufacturers to obviate the heavy financial loss which would have occurred had the duty been paid and the goods sold in Australia.

The period of deflation has not yet expired and, in expert banking and commercial opinion, no substantial revival in trade can be anticipated until at least the end of December. During the last month, however, this office has experienced an increased demand for information respecting Canadian industries and sources of supply of goods and products of varied character.

This mail closes without any marked change in either the financial or commercial outlook in Australia. Trade generally continues upon a conservative basis, both as regards domestic credits and in the placing of orders for necessary requirements from oversea.

TENDERS FOR BRIDGE ACROSS SYDNEY HARBOUR

Trade Commissioner D. H. Ross

Melbourne, October 11, 1921.—Tenders are invited by the Government of New South Wales for the construction of the superstructure and substructure of a cantilever bridge across Sydney Harbour from Dawes Point to Milson's Point, embracing a main span of 1,600 feet in the clear, centre to centre of main piers, or 2,600 feet centre to centre of anchor piers. The total length of bridge included in tender is 3,816 feet, centre to centre of abutments. The deck of the bridge is to include four lines of railway and a roadway 35 feet wide between main trusses; and cantilevered outside the main trusses on the western side, a footway of 15 feet wide, and on the eastern side a motor roadway 18 feet wide.

It is announced that copies of the specification, including plans and general conditions, and schedule of quantities will shortly be forwarded by the Department of

Public Works of New South Wales to the Department of Railways and Canals, Ottawa, from whom interested Canadian manufacturers and bridge builders will be able to obtain copies. To supply any further information required by prospective tenderers, the Chief Engineer of the Public Works Department (Mr. J. J. C. Bradfield) purposes being in Canada in April or May, 1922.

Tenders in accordance with the specification must reach the Under Secretary for Public Works, Sydney, N.S.W., not later than October 31, 1922.

IMPORTS AND EXPORTS OF NEW SOUTH WALES

Mr. B. Millin, Canadian Government Commercial Agent in Sydney, New South Wales, has transmitted a summary of the trade of New South Wales with overseas countries during the financial year 1920-1921 (1st July, 1920, to 31st July, 1921). These statistics have been placed on file and will be made available to Canadian manufacturers on application to the Director, Commercial Intelligence Service (quoting file No. T/C-2-119).

MARKET FOR CANADIAN GOODS IN THE FIJI ISLANDS

C. Noel Wilde, Junior Trade Commissioner

The Fiji Islands form a portion of a much larger group known in general as the South Sea Islands, which have a total area of some 370,000 square miles, thirty-three times that of the British West Indies. The population of the South Sea Islands is 1,216,000, as compared with 1,682,000 for the British West Indies. The British possessions in the South Sea Islands are seventeen times the area of the British West Indies, and the population is about 930,000.

There is thus a market available for the extension of Canadian trade of approximately a million people, very few of whom are familiar with what can be supplied by the Dominion, and yet are large consumers of goods similar to those which can be produced in Canada.

The Fiji group (of which Suva is the capital, and the trading and commercial centre for the whole of the South Sea Islands) comprises some two hundred islands, eighty being inhabited. They lie btween 177 and 178 degrees West longitude, and between 15 and 21 degrees South latitude, and the distances from various centres of commercial activity are as follows:—Sydney, 1,700 miles; Auckland, 1,150 miles; Vancouver, 5,116 miles; San Francisco, 4,838 miles. Their area is 7,435 square miles, and the population is 163,847, divided as follows:—

Of European descent, principally English	4,563
East Indians (indentured labour)	62,240
Native Fijians	87,493
Others	9,551
	163,847

The estimated area of cultivated land is 180,158 acres, and of uncultivated 4,395,000 acres. Of the latter, 3,000,000 acres are capable of being cultivated after the necessary clearing has been done.

It will be seen that the possibilities of the island are still comparatively undeveloped. This situation is largely due to lack of communication with the outside world. During the war the residents had to depend upon lumber schooners from the United States for transportation of supplies, and it was these schooners, taking copra to San Francisco and other ports, which enabled the United States to secure such a large proportion of the trade of the country.

STEAMSHIP COMMUNICATIONS

Until recently there has been no adequate communication with Canada, but now that the service of the Canadian Government Merchant Marine is established, there is a favourable prospect of greatly increased trade between the two countries, provided that suitable action is taken.

Aside from the lack of communications, a further handicap has been that the Canadian exporter has paid no attention to the market in the islands, and a former resident of Fiji states that during the three years he was there he never saw a representative of a Canadian firm, neither could he learn of any such representative having visited the merchants.

EXPORT TRADE OF FIJI

With regard to the foreign trade of Fiji, the following gives the imports and exports for the year ending December 31, 1920:—

Imports	$ 8,365,605	or	$ 51 06	per head
Exports	14,482,240	or	88 30	"
Total	$22,847,845	or	$139 36	"

Of the exports, by far the most important are sugar, copra, and bananas, followed by trocas shell and rubber. The following statement gives details for the year 1921:—

		Quantity	Value
Sugar (raw)	Cwt.	1,459,704	$10,464,950
Copra	Tons	14,666	2,544,150
Bananas	Bunches	759,830	476,575
Trocas shell	Cwt.	7,204	141,220
Rubber	Lb.	147,761	84,695
All other items		......	770,650
			$14,482,240

Sugar.—New Zealand provides by far the largest market for Fijian raw sugar, taking 1,535,562 cwt., followed by Canada with 504,410 cwt., and Australia with 52,702 cwt. The remainder of the exports of raw sugar are negligible, and go to other parts of the South Sea islands, and are also used as ships' stores. The British Columbia Sugar Refinery of Vancouver controls plantations of this product in the Fiji islands, and also owns a mill at Navua, on the Navua river. This fact explains the large exports to Canada, and it is not probable that these could be largely increased at present. It may be added that Fiji imposes an export tax of £1 per ton on raw sugar, this having been increased from 10s. per ton on the 20th of May, 1920.

Copra.—Of the exports of copra, which totalled 14,666 tons during the year 1920, by far the largest quantity goes to the United States (12,755 tons), Holland coming second with 1,405 tons, followed by the United Kingdom and Canada, which both took negligible quantities. The copra taken by the United States is mostly received at San Francisco, from which port it is shipped to the Middle Western and Southern States for use in the manufacture of soaps, oils, margarine, etc. As the steamer freight rates from Fiji to Vancouver and from Fiji to San Francisco are the same, and the railway rates from Vancouver to the points of consumption are competitive, it is considered by persons familiar with the trade that there is a possibility of Canada largely increasing its imports of copra. Fiji imposes an export tax of £1 per ton on copra.

Bananas.—The total exports of bananas from Fiji during the year 1920 were 760,000 bunches, of which Australia took 300,000 bunches and New Zealand the balance.

Trocas Shell.—There does not appear to be any demand for this material in Canada, and all exports from Fiji go to Australia and New Zealand. The export tax is £2 per ton.

Rubber.—The total exports amount to 147,761 pounds, of which 99,094 pounds goes to the United Kingdom, the balance being sent to Australia and New Zealand, with a negligible quantity to the United States. It is believed that the rubber industry is at present in the early stages of development, and no great increase of exports is likely for some years. With the introduction of the pneumatic tire industry on the Pacific Coast of Canada, there is a possibility that rubber might be imported into Vancouver from Fiji, but this is a matter that requires further investigation, and in any case the total tonnage would be small. Fiji imposes no export duty on rubber.

IMPORTS INTO FIJI

The total value of the imports into Fiji for the year 1920 was $8,365,605, and these were received from the following countries:—

Australia	$4,227,090
United Kingdom	1,203,785
New Zealand	1,153,235
Canada	129,575
Other parts of the British Empire	554,100
United States	875,495
Other foreign countries	222,325
Total	$8,365,605

An examination into the details of these imports shows that Canada could supply a large quantity of goods which are at present procured from other countries, notably from Australia; and in view of a desire of Fiji to obtain her requirements from Canada, it appears certain that a valuable trade could be worked up if suitable action were taken by Canadian exporters. A necessary preliminary is that Canadian houses should have representation at Suva.

Coming to specific items, the following is a list of the more important products which are at present imported into Fiji, which Canada could supply:—

Bacon, Hams and Cured Pork.—The present supplies come principally from Australia and New Zealand. The total imports for 1920 were 61,601 pounds, valued at $26,700.

Beer.—Imported to the value of $60,215, of which $46,170 came from Australia.

Biscuits, Plain and Fancy.—Imported during 1920 to the extent of 1,894,916 pounds, valued at $170,975. Practically all of these came from Australia. As there are large biscuit factories on the Pacific coast, there appears to be no reason why Canada should not obtain a portion of the trade.

Butter.—Imports in 1920 were valued at $77,000, principally from New Zealand, with smaller quantities from Australia. As New Zealand already exports her butter to Canada, it is questionable whether Canada could compete in the Fiji market, though the experiment might be worth trying.

Boots and Shoes.—Imported to the value of $65,705 during 1920. By far the largest quantity came from Australia.

Confectionery.—Principally imported from Australia and New Zealand, with small quantities from the United Kingdom. Total imports for 1920, 104,754 pounds, valued at $35,375.

Coal.—41,522 tons, valued at $222,390, practically all from Australia.

Canvas.—Imported to a value of $25,690, fairly equally divided between Australia, New Zealand, and the United States.

Cement and Lime.—Imported to a total value of $58,300, of which the United Kingdom accounts for $35,100, the balance coming from Australia and New Zealand, with $2,700 from Canada.

Cordage and Rope.—Imported to the value of $49,290, 75 per cent of which came from Australia. With the recent establishment of a cordage factory in New Westminster, B.C., it is possible that a portion of the imports could be supplied by Canada, though, as will be seen, the market is not large.

Drapery.—This amounts to a large sum, the imports for 1920 totalling $1,599,000 in value, with Australia, the United Kingdom, New Zealand and Japan the principal sources of supply in the order named; the United States supply only about $40,000 worth. As Australia is not a large producer of the general class of goods listed as "drapery," it is obvious that the supplies obtained from that country were purchased from her as being the most convenient source. With the establishment of direct steamship communication, Canada should be able to secure a fair share of the trade.

Drugs.—Valued at $53,240, practically all from Australia and the United Kingdom.

Fish.—Imported in 1920 to the value of $143,430, of which $63,605 came from Canada and $66,830 from the United States. It is stated by a prominent exporter of canned fish on the Pacific coast, that this trade is capable of large expansion to the whole of the South Sea Islands, as the indentured labour, by means of which the plantations are worked, consumes large quantities of canned salmon of the inferior grades; in fact, a ration including canned salmon is specified for by the Government. It is stated that the New Zealand Government alone takes from twenty to thirty thousand cases of canned salmon yearly for consumption by the indentured labour in Samoa, and very little of this comes from Canada. The largest exporters of copra in Suva ship their product to San Francisco, and take United States canned salmon in exchange. The British Government allows expenses to its officials in the South Sea Islands for their servants which include among other things two pounds of canned salmon per day. These and similar facts indicate that there is a large market awaiting development by the canners and exporters of the Pacific coast.

Flour.—Practically all comes from Australia, the total imports for 1920 exceeding 5,000,000 pounds, valued at $221,225.

Fruits, preserved.—Mostly come from Australia, to a value in excess of $25,000.

Galvanized manufactures.—Mostly from the United Kingdom and Australia, to a value of about $50,000.

Hardware.—The total imports for 1920 amounted in value to $325,150, of which $211,595 came from Australia, with smaller amounts from the United States and the United Kingdom.

Galvanized Iron.—Apart from the "galvanized manufactures" mentioned above, galvanized iron was imported to the value of $86,640, two-thirds of which came from the United Kingdom, and the balance from Australia and New Zealand.

Leatherware.—Principally from Australia, which supplied $65,925 worth in 1920 out of a total import of $69,380.

Meats.—The principal source of supply is New Zealand, which supplied $144,140 out of a total of $171,160 in 1920, the balance being mostly from Australia. As New Zealand is a large exporter of meat, it is probable that Canada could compete to a limited extent only.

Machinery, Agricultural.—Australia has hitherto supplied the greater part of the imports, the figures for 1920 being about $64,000 out of a total of $88,735. Canada supplied only $4,500 worth.

Machinery, electrical and oil.—Mostly from Australia and the United States, to a total value in 1920 of $169,605.

Matches.—Come from Australia, with small quantities from New Zealand, Japan, Sweden and the United Kingdom. Total imports for 1920 were valued at $69,070.

Motor Vehicles.—Canada and the United States are the principal sources of supply. Total for 1920, $61,000.

Motor Fuel.—From the United States. It is not probable that Canada could compete to any large extent. Imports for 1920 were valued at $124,410.

Paints.—Imported to a value of $70,500, of which Canada supplied $1,400 worth during 1920. In view of the large paint industry on the Pacific coast, and the high quality of the product, it would appear that Canada should be able to obtain a large part of this trade.

Paper, Paper Bags.—Imported in 1920 to the value of $34,000, two-thirds of which came from Australia.

Rubberware.—Imported in 1920 to the value of $35,000, half of which came from the United States. The balance was supplied by the United Kingdom, France, and New Zealand, with a small item of $4,000 from Canada.

Whisky.—Imported to the value of $134,590 in 1920, of which about $100,000 worth was from Australia, the balance coming from the United Kingdom and New Zealand.

Stationery.—The imports for 1920 amounted to $77,750, of which two-thirds came from Australia; the United Kingdom, New Zealand, and the United States accounting for the remainder.

Steel.—The principal source of supply is the United Kingdom, exports from other countries being negligible. The total value of the imports is in excess of $170,000.

Tea.—Imported from Australia and New Zealand. As these two countries do not grow tea, it is evident that this commodity is a re-export, and Canada should be able to secure some share of the trade in view of the direct steamship communication. Total imports for 1920 about $90,000.

Tobacco.—Various classes are imported, the value in 1920 being $186,270, of which Australia supplied $181,990—practically the whole of the imports. The principal demand is for cigarettes and manufactured leaf.

Timber, dressed and rough.—Largely imported from the United States, although a certain quantity comes from Australia. The total value of imports for 1920 was in excess of $386,000.

IMPORT TARIFF

In general, the duties imposed on goods entering Fiji are for revenue only, the general tariff being 12½ per cent ad valorem. On liquors, including aerated waters, the duty is specific, but in no cases can the duties be considered as excessive. There are no preferential tariffs, and no treaty rates.

POSSIBLE METHODS FOR DEVELOPING TRADE

Although the imports of any individual item may not be large, the total amounts to considerable volume, and the market is well worth cultivating. In very few cases would it pay an individual exporter or manufacturer to maintain a resident agent in Fiji devoted to his exclusive interests, and the three methods which may be suggested for the development of Canadian trade are as follows:—

(*a*) Manufacturers or exporters could send representatives on periodical trips to the islands to secure orders. Such representatives, if necessary, could act for a

group of manufacturers of different lines of goods. The expense, however, would be considerable, and the lack of personal contact with buyers, which must necessarily exist between trips, would be a considerable handicap to success

(*b*) Representatives of Canadian houses could be appointed from importers already familiar with the market and resident in Fiji. As these importers already have established connections, however, it might be difficult to induce them to change, and this also would act as a handicap to success.

(*c*) A representative of a large group of Canadian houses could be appointed, with instructions to establish himself in Suva and give his whole time to the development of Canadian trade. Such a representative should act as agent for one house dealing in each of the classes of goods mentioned above, and should have proper offices, sample rooms, and if possible a stock of all non-perishable goods. He should be familiar with the various classes of goods which Canada can supply, and if possible should also have an intimate acquaintance with the South Sea Islands. This seems to be the method which gives the greatest promise of success, and if Canadian houses can be induced to support a scheme of the kind, it should be adopted.

INDIA TRADE CONDITIONS

A report on trade conditions in India, dated November 4, 1921, has been received from the Assistant Indian Trade Commissioner in London, of which the following is a summary:—

The monsoon is practically over and cotton plants are in a very good condition, and with few local exceptions crop prospects are very satisfactory. Prospects of wheat sowings are good, and the price of rice has fallen appreciably, but food grains generally are still extremely dear, and in order to encourage their import the Government have exempted grain, pulse and flour from the import duty. This exemption will continue until June 30, 1922. The import duties hitherto levied were 2½ per cent ad valorem on grain and pulse and 11 per cent ad valorem on flour.

One of the new industries recently established in India is the manufacture of cardboard boxes for packing. These cardboard boxes are of excellent quality and various designs, both collapsible and otherwise.

TARIFF CHANGES AND CUSTOMS REGULATIONS

The Commonwealth Customs Tariff

TRADE COMMISSIONER D. H. ROSS

Melbourne, Australia, October 11, 1921.—Mails to hand a few days ago brought forward a number of inquiries from Canadian manufacturers relative to the ratification of the Commonwealth customs tariff, and also in regard to the contemplated consideration of a tariff preference between Canada and Australia.

The position as the mail closes, is that the House of Representatives has not yet debated the amendments suggested by the Senate, but it is probable the final consideration of the items in question will be entered upon without much delay.

With some risk of reiterating what has appeared in recent issues of the *Weekly Bulletin,* it may be stated that the Department of Trade and Commerce will be advised by cable when the tariff has been finally dealt with. Then the consideration of proposals for a preference between Australia and sister Dominions will, primarily, depend upon the quid pro quo negotiations and when it may be convenient for the Minister of Trade and Customs and his expert tariff officials to enter upon the work.

Australian Customs Decisions

C. HARTLETT, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Melbourne, Australia, October 11, 1921.—Under recent by-laws issued by the Department of Trade and Customs the following are added to the list of material and

articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MATERIALS AND MINOR ARTICLES FOR USE IN THE MANUFACTURE OF THE UNDERMENTIONED GOODS WITHIN THE COMMONWEALTH

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use will be given to the satisfaction of the Collector within six months, or such further time as the Collector may allow, after delivery by the Customs.)

Carburettors, wheel rims, sparking plugs, and inflators, for use in the manufacture of motor cycles.
Metal driving chain, for use in the manufacture of looms (textile).
Paper, wrapping (parchment), in rolls not less than 10 inches in width, for the manufacture of telegraph tape.
Paper, wrapping, glassine (also known as crystal parchment), bleached, unbleached or coloured, in rolls not less than 10 inches in width or in sheets not less than 20 x 30 inches or its equivalent, for the manufacture of automatic packing rolls and confectionery cups.
Paper, wrapping (sulphites, white or coloured), in rolls not less than 10 inches in width, for the manufacture of paper streamers.
Papers, of one or more colours, plain or printed, used for the purpose of excluding light from sensitized films put up in rolls or packs.
Cotton, heavy fleeced, knitted, in tubular form, weighing not less than 7½ ounces per running yard of a width (circular) of 50 to 52 inches, of British manufacture, for use in the manufacture of apparel.
Rods, nickel silver, for use in the manufacture of water meters.
Hinges, nickel silver, unplated, for the manufacture of platedware.
Films, duplex coated, for X-ray photography.

MACHINES AND TOOLS

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines).

Electrical circuit breaker, automatic oil. Single-pole single throw K-12, 300 amperes, 22,000 volts, complete with operating mechanism and supports.
Knotter, mechanical, for use in textile factories for tying knots, mechanically, on yarns or threads.
Cableways, automatic (rope haulage systems) comprising:—self dumping cable cars; curves; driving engines for driving cables; cable idlers for guiding cables; cast steel leading and take-up sheaves; dump locks for automatically opening doors of cable cars; door-closing devices; automatic ungripping and regripping devices; automatic car loaders with frames complete; apron conveyor feeders complete with drives, chains, etc.
Clarifiers, milk (somewhat similar in construction to cream separators).
Coal pulverizing plant, viz.:—electrical bin indicator; feeders (not including bins) and burners; gearing and stands supporting drier; magnetic pulleys, pulverizing mills; pulverized material pump; 2-way switching valve.
Screw-driver, automatic electric.
Valves, metal, with porcelain seats, for use in chemical works.
Match-sorting machine, automatic, for match-making.
Cement machines, viz.:—cementation briquette former; impact testing machine for cementation test complete; toughness testing machine impact, complete with motor.

TOOLS OF TRADE FOR ARTISANS AND MECHANICS AND TOOLS IN GENERAL USE

(When not wholly made of wood, and not being machines.)

Pins (or needles) knitting (other than steel, and not being wholly of wood).

The above specified minor articles, machine tools and parts, and tools of trade, are now admitted (for the purposes specified) free of duty if from the United Kingdom and at the rate of 10 per cent ad valorem if from any other country, including Canada.

The New Tariff of New Zealand

Following is the complete text of the cablegram received from Trade Commissioner W. A. Beddoe respecting some of the changes in the new tariff of New Zealand. The first rate quoted is the British preferential tariff, which is applicable to Canada, and the second rate is the general tariff:—

"Following principal Canadian items: motor cars 15 per cent, 25 per cent, formerly 10 per cent, 20 per cent; rubber tires 15 per cent, 25 per cent, formerly free; newspaper free, 10 per cent, formerly free, 20 per cent; tinned fish unaltered; fresh fruits ½d. pound*; tinned fruits 25 per cent, 40 per cent, formerly 25 per cent, 37½ per cent; kraft paper 5s. cwt. or 20 per cent, whichever greater, 8s. 9d. cwt. or 35 per cent, formerly 5s. 7d., 7s. 6d.; wallpaper free, 20 per cent, formerly free all countries; nails £2 cwt., £4 cwt., formerly £2, £3; wire unaltered. Tariff in operation 4th November. Refund of all subsequent alterations."

Antigua Extends Preference to Whole British Empire.

The Commercial Intelligence Branch of the Department of Trade and Commerce has received a copy of Ordinance No. 7 of 1921 of Antigua, assented to August 24, 1921, being a new customs tariff ordinance superseding Ordinance No. 6, assented to on June 20, 1921. Both these ordinances were adopted as a result of the Canada-West Indies Trade Agreement of 1920. The first one extended the preference only to the United Kingdom and Canada, while the second one makes the preference applicable to imports from any part of the British Empire. There are a few slight changes in rates of duty. The general tariff is increased on fowling pieces, beer, ale, stout, porter, cider, and perry, so as to provide a preference of 33⅓ per cent on these items. The duty is also increased on rum, the preference remaining the same.

New Tariffs of St. Kitts-Nevis and Antigua

The new preferential tariffs recently adopted in St. Christopher and Nevis (St. Kitts-Nevis) and in Antigua as a result of the Canada-West Indies Agreement of 1920 have been printed in leaflet form by the Department of Trade and Commerce. Both tariffs are combined in a single leaflet. Firms interested in export trade to these markets may obtain a copy of the leaflet in question on application to the Director, Commercial Intelligence Service, Ottawa.

British Preferences Applicable to Goods Exported from Canada

The article published in *Weekly Bulletin* No. 925 of October 24, 1921, respecting preferential tariffs applicable to imports from Canada in various parts of the British Empire has been reprinted in leaflet form, with some slight additions. Copy of this leaflet may be had on application to the Director, Commercial Intelligence Service, Ottawa.

INJURIOUS COMMERCIAL EFFECT OF DEPRECIATED GERMAN MARK

It is a wearisome process to harp on the fact that the depreciation of the German mark is resulting in the world's markets being simply flooded with the Republic's manufactures, to the serious injury of competing countries like the United Kingdom and the U.S.A., says the *British Empire Gazette*. Moreover, it is little consolation to know that Germany itself cannot permanently benefit. In plain words, the fall of the mark results in nothing less than the subsidizing of German export trade at the expense of the Repubilc itself, and the only possible end must be industrial and commercial collapse.

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* It is not stated whether or not there is a preference on fresh fruits. In the former tariff there was no preference, the duty on most fresh fruits being ½d. or 1d. per pound under both the general and the preferential tariff.

RUBBER GOODS MARKET IN CEYLON

With regard to opportunities for rubber goods in Ceylon, a Kalutara correspondent sends the following report to the *London Times Trade Supplement.* All the year round the rain falls in one part of Ceylon or another owing to the two monsoons, so there is always a fairly constant demand for moderate-priced, light-weight raincoats. The wholesale importer is also the retail distributor. He advertises but little, and expects the manufacturer to advertise his goods or bear a share of the advertising costs. This seldom occurs, as hitherto imports of raincoats have not been very large. In view of the rapid spread of education and the consequent improvement in the standard of living of the average Ceylonese, it seems likely that a substantial trade in raincoats could be developed by regular advertising of the right kind. British manufacturers should consult their local agents on this matter.

There is a considerable but practically untouched field in Ceylon for rubber garden hose, and better advertising of British rubbered belting is needed. British manufacturers will do well to sound their Ceylon and Indian agents now for Christmas orders for rubber toys, footwear, and other goods. Rubber-treated motor hood canvas of British manufacture is not much in evidence, but Indian and American materials seem to be making headway.

TIRE PROSPECTS

The future of Australian-made tires in Ceylon is promising. Italian and French tires are not so popular as the American article. The best-class British tire has given most satisfaction on Ceylon roads and many users of motor cars never buy any other kinds, but a number of Ceylonese car owners are attracted by "reader advertisements" of American makes and the well-illustrated French advertisements. Large claims are made for some newly imported German tires, but all buyers, whether European or Ceylonese, appear to place no confidence in them at present. None of the other tire manufacturing countries has ventured into the Ceylon market. Probably this is due to ignorance of local conditions.

There is considerable scope for other makes of push-bicycle tires beside the very few kinds now obtainable. A substantial push-cycle, tire, and accessories trade could be built up here and in India on the hire-purchase plan.

CLIMATIC INFLUENCES ON IMPORTED CLOTH IN INDIA

The determined character of the Lancashire businessman is traditional, says the *Manchester Guardian Commercial,* it has recently once more been fully demonstrated by a certain bleacher. When his cloth reached India it had, in the language of the trade, "tendered"—it was almost possible to put the fingers through it. This was merely another illustration of a long-standing mystery, and the bleacher determined he would solve it. So he followed that cloth along the thousands of miles of its journey, and discovered that this trouble, and all the previous irritating list of similar troubles, was due to climatic influence upon the chemicals used in the bleaching. Another recent trouble has been a line of mildew through every lap of the piece. The cause again was climatic influence on a chemical in the parcelling twine.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railway Department, Melbourne, and by the New South Wales Government Stores Supply Department, Sydney.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 26137). Tenders in conformity to the specifications should be promptly addressed, respectively, to the Secretary, Victorian Government Railways, Melbourne, and the Agent General of New South Wales, Australia House, Strand, London, England.

Particulars of the requirements are briefly outlined thus:—

VICTORIAN GOVERNMENT RAILWAYS

No.	Date of closing	Particulars
34736	January 25, 1922	Supply and delivery of ten coasting recorders or, alternatively, ten coasting and service recorders, for electric trains, as specified.

NEW SOUTH WALES STORES DEPARTMENT

As soon as possible, supply and delivery of drapery for government institutions as specified and to samples sent with former indents and open to inspection at the office of the Agent general of New South Wales, Australia House, Strand, London, England. Estimated value f.o.b., including packing, £32,600.

New Zealand

Auckland, October 17, 1921.—Copies of tender forms and specifications have been received from Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, for stores required by the Post and Telegraph Department, Wellington. These tender forms and specifications are open to inspection at the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Controller of Stores, Post and Telegraph Department, Wellington, in accordance with these specifications.

POST AND TELEGRAPH DEPARTMENT, WELLINGTON

No.	Date of closing	Particulars
C.S. 178/58	January 17, 1922	Cells, dry, for telephones, round type, 1.5 volts, to specification No. 41, dated October, 1918. Quantity, 25,000.

DELIVERIES

15,000 to be consigned and addressed to the Controller of Stores, Post and Telegraph Department, Wellington, N.Z.
5,000 to be consigned and addressed to the District Engineer, Post and Telegraph Department, Auckland, N.Z.
3,000 to be consigned and addressed to the District Engineer, Post and Telegraph Department, Christchurch, N.Z.
2,000 to be consigned and addressed to the District Engineer, Post and Telegraph Department, Dunedin, N.Z.

South Africa

Mr. W. J. Egan, Canadian Trade Commissioner, Cape Town, has forwarded two copies of the general conditions, specification, schedules and form of tender for the supply and delivery at Vereeniging Main Pumping Station of 24 steel trusses, purlins, etc., for the Vaal River scheme of the Rand Water Board, Johannesburg. Tenders close at Johannesburg on January 6, 1922. Inspection of these specifications, etc., may be made by Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa (quoting File No. 23770).

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FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 16, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending November 16, those for the week ending November 9 are also given for the sake of comparison:—

		Parity	Week ending November 9, 1921	Week ending November 16, 1921
Britain.. .. ..£	1.00	$4.86	$4.2825	$4.3750
France. .. ..Fr.	1.	.193	.0791	.0795
Italy.. .. ..Lire	1.	.193	.0454	.0458
Holland .. ..Florin	1.	.402	.3754	.3850
Belgium .. ..Fr.	1.	.193	.0762	.0766
Spain. .. ..Pes.	1.	.193	.1518	.1520
Portugal. .. ..Esc.	1.	1.08	.0923	.0957
Switzerland.. .. ..Fr.	1.	.193	.2037	.2074
Germany. .. ..Mk.	1.	.238	.0044	.0042
Greece. .. ..Dr.	1.	.193	.0461	.4648
Norway.. .. ..Kr.	1.	.268	.1509	.1591
Sweden.. .. ..Kr.	1.	.268	.2509	.2548
Denmark. .. ..Kr.	1.	.268	.2051	.2012
Japan. .. ..Yen	1.	.498	.5214	.5304
India.. .. ..R.	1.	2s.	.2923	.2980
United States.. .. ..$	1.	$1.00	1.0862	1.0937
Argentina .. ..Pes.	1.	.44	.3543	.3609
Brazil. .. ..Mil.	1.	.3245	.1412	.1421
Roumania. .. ..Lei	1.	.193	.0092	.0078
Jamaica. .. ..£	1.	4.86	4.2866	4.3490
Shanghai, China.. ..Tael	1.	.631	.8445	.8503
Batavia, Java.. ..Guilder	1.	.402	.3774	.3773
Singapore, Straits Settlements.. .. ..$	1.	.49	.4996	.5058
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.88¾–.91	.90 1/16–.92 3/16
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

COTTON FROM RHODESIA ON THE MANCHESTER MARKET

A great deal of the South African cotton has hitherto been too short in staple for Lancashire spinners; but in the last few days cotton of long staple, practically 1⅛ inches, imported from Rhodesia has been on offer in small quantities to spinners in Lancashire, and some lots have been purchased for the mills.

Sellers and purchasers alike contend that the cotton is equal in quality to Texas cotton of the same length of staple. It is a big claim, but it appears to be well founded. They admit that it is tinged, but they say that the colour is so faint as to be only perceptible under the closest examination, and that it cannot constitute a drawback to the use of the cotton for the production of twist, either alone or mixed with other growths. Incidentally, it may be stated, the price is lower than that of Texas cotton of 1⅛ inch staple, "points on" being less onerous. The importation of this long-staple cotton from Rhodesia is of much interest as foreshadowing great possibilities of development in cotton-growing in South Africa.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, St. Mary's (Ont.), Winnipeg, and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

3539. **Apples.**—A well-known London company selling provisions all over the United Kingdom are open to undertake the agency of an experienced Canadian exporter of apples prepared to ship regularly upon a large scale.

3540. **Fish.**—A Brazilian firm wish to import from Canada, on commission basis:—codfish in cases; codfish in tubs; lingfish in tubs; hake in tubs. All to be well dried and to contain 58 kilos net.

3541. **Food products, etc.**—An importer in Marseilles is desirous of getting in touch with Canadian importers of food products, pharmaceutical supplies, chemical products, textiles, skins and hides, with a view to being represented. Firm was founded in 1910; appears to be an important one. References.

3542. **Apples, flour, fish.**—A commission merchant of Havana, Cuba, is seeking connections with Canadian exporters of the following articles:—apples, flour (wheat), codfish, potatoes, and canned fish. Reference.

Lapping Boards

3543. A Manchester firm inquire for (unpapered) lapping boards in the following sizes:—26 inches by 8 inches, and 29 inches by 8 inches in thicknesses, both of $\frac{1}{16}$-inch and $\frac{1}{8}$-inch.

3544. A Manchester firm are prepared to receive samples of lapping boards (white papered) in the following sizes:—26 inches by 6 inches by $\frac{1}{8}$-inch; 28 inches by 8 inches by $\frac{1}{8}$-inch; 30 inches by 8 inches by $\frac{1}{8}$-inch; 25 inches by 6 inches by $\frac{1}{4}$-inch; 19 inches by 6 inches by $\frac{1}{4}$-inch.

3545. A Manchester firm are open to consider samples and prices of lapping boards (unpapered and rounded edges). The following are the sizes required:—27 inches by 8 inches by $\frac{1}{4}$-inch; 17 inches by 6 inches by $\frac{1}{4}$-inch; 25 inches by 5 inches by $\frac{1}{4}$-inch; 29 inches by 7 inches by $\frac{3}{8}$-inch; 29 inches by 8 inches by $\frac{3}{8}$-inch; 32 inches by 7 inches by $\frac{3}{8}$-inch; 19 inches by 6 inches by $\frac{3}{8}$-inch.

3546. A firm in Manchester wishes to receive samples and prices of lapping boards (unpapered). The sizes they use are:—27 inches by $5\frac{1}{2}$ inches by $\frac{3}{16}$-inch; 25 inches by $5\frac{1}{2}$ inches by $\frac{3}{16}$-inch; 30 inches by $6\frac{1}{2}$ inches by $\frac{3}{16}$-inch; 33 inches by $6\frac{1}{2}$ inches by $\frac{3}{16}$-inch.

3547. A Yorkshire firm inquires for lapping boards (white papered), in the following sizes:—width, 7 inches; thickness, $\frac{1}{2}$-inch.

3548. A Yorkshire firm is in a position to receive samples and prices of lapping boards (blue papered). Sizes required:—lengths 27, 28 inches; width $7\frac{1}{2}$ inches; thickness $\frac{3}{8}$-inch.

3549. A Manchester firm inquires for lapping boards (unpapered) 14 inches to 40 inches long, rising by inches, and 4 inches to 7 inches wide, rising by inches. With regard to thickness there should be cut out of a 3-inch board 9, 10, 11 and 12 boards, which will give a variety of thickness.

Miscellaneous Products and Agencies

3550. **Starches and dextrines, etc.**—A Glasgow firm of manufacturers and buyers of all kinds of starches and dextrines are open for suitable offers in their line from Canada, which consists of all kinds of starches, gums and colours required in the following trades:—textile, laundry, linoleum, envelope-makers, paper-makers, iron-moulders, confectionery, lithographic, etc.

3551. **Dyewood extract.**—An important Glasgow firm who import light and heavy chemicals, food products, dry colours, and lubricating and seed oils, both as buyers and agents, are particularly anxious to get in touch with any Canadian manufacturer of dyewood extracts for leather-tanning, etc.

3552. **Timber and wood pulp.**—A London firm of timber agents are open to represent Canadian shippers of spruce, and also white pine, Pacific Coast woods, hardwoods and wood pulp.

3553. **Metals and ores.**—A London metal merchant is open to undertake the agency of Canadian producers and shippers of metals, ores, etc.

3554. **Engineering lines and labour saving devices.**—An electrical and mechanical engineer in Bristol, England, is desirous of securing the representation of Canadian manufacturers of engineering appliances and apparatus, and labour-saving devices.

3554a. **Bright steel shafting.**—A London firm who occasionally receive inquiries for bright steel shafting required in Australasia would be glad to hear from Canadian manufacturers interested.

3555. **Agency.**—A strongly recommended and well-connected commission agent, travelling the Union, with headquarters at Cape Town, South Africa, will be glad to hear from any Canadian manufacturers of any line suitable for the dry goods trade. Commission basis only.

3556. **Agencies.**—A commission agent holding an established connection with the following trades—bakers, confectioners, aerated water supplies of all kinds, including machinery, is prepared to consider an agency arrangement on commission basis for Canadian firms.

3557. **Druggists' sundries.**—A manufacturers' agent, with 20 years' experience, selling druggists' sundries, is prepared to take up Canadian agencies on a commission basis.

3558. **Agency.**—A Cape Town agent, with long experience in the boot and shoe trade, is prepared to take up Canadian agency in leather, lasts, and boot and shoe findings of all kinds.

3559. **Dry goods agency.**—A Cape Town firm of commission agents, with branch offices in Johannesburg and Durban, handling dry goods only, are making inquiry for the representation of Canadian underwear and hosiery manufacturers.

3560. **Agencies.**—A commission agent with world experience, now settled in South Africa, and representing two Canadian firms, is seeking other Canadian agencies for the Union.

3561. "**Well boat.**"—A Cape Town firm of crayfish packers are making inquiry for particulars and prices, c.i.f. Cape Town, on what is called a "Well Boat," with tank capacity of 25,000 to 30,000 crayfish. Quotations on either motor or marine engine requested.

3562. **Agencies.**—A manufacturers' commission agent, covering the Orange Free State, with headquarters at Bloemfontein, is prepared to take up Canadian agencies for this territory, and requests immediate correspondence from interested Canadian firms.

3563. **Agency in Belgium.**—A Belgian firm desires to represent Canadian manufacturer of hardware, tires and producers of food products. Guarantees supplied against consignments.

3564. **Agency in Brazil.**—A Brazilian firm of commission agents wishes to hear from Canadian exporters of cement, general hardware, paints, varnishes, electrical equipment, including motors, foodstuffs, chemicals, textiles, paper and pulp.

3565. **Agency in Brazil.**—Brazilian general commission agent wishes to hear from Canadian exporters.

3566. **Lumber and spruce.**—A Brazilian firm of lumber importers wishes to hear from Canadian exporters of pine and spruce.

3567. A French importer desires c.i.f. quotations on cereals, dry vegetables, and hemp seed. Terms, cash against documents.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From St. John

To Liverpool.—*Bilbster,* Canada Steamships Line, Ltd., Dec. 7; *Metagama,* Canadian Pacific Steamships, Ltd., Dec. 9; *Empress of France,* Canadian Pacific Steamships, Ltd., Dec. 13; *Canadian Explorer,* Canadian Government Merchant Marine, Dec. 14.

To London.—*Canadian Raider,* Canadian Government Merchant Marine, Dec. 7; *Bolingbroke,* Canadian Pacific Steamships, Ltd., Dec. 9; *Comino,* Furness Line, Dec. 15; *Batsford,* Canadian Pacific Steamships, Ltd., Dec. 16.

To Glasgow.—*Tunisian,* Canadian Pacific Steamships, Ltd., Dec. 3; *Bothwell,* Canadian Pacific Steamships, Ltd., Dec. 13; *Canadian Aviator,* Canadian Government Merchant Marine, Dec. 17.

To Manchester.—*Manchester Importer,* Furness, Withy & Co., Dec. 10.

To Cardiff and Swansea.—*Canadian Navigatotr,* Canadian Government Merchant Marine, Dec. 13.

To Belfast and Dublin.—*Fanad Head,* Head Line, Dec. 15.

To Italy.—*Caserta,* Canadian Pacific Steamships, Ltd., Dec. 7.

To St. John's, Nfld.—*Mapledawn,* Canada Steamships Line, Ltd., Nov. 29.

To Boston, Havana.—*Sicilian,* Canadian Pacific Steamships, Ltd., Dec. 5.

To South Africa.—*Jebba,* Elder-Dempster & Co., Ltd., Dec. 15.

From Halifax

To Liverpool.—*Rexmore,* Furness, Withy & Co., Dec. 2.

To London.—*Southwestern Miller,* Furness, Withy & Co., Nov. 24; *Stanmore,* Furness, Withy & Co., Nov. 30; *Vedic,* White Star-Dominion Line, Dec. 4; *Megantic,* White Star-Dominion Line, Dec. 11; *Canada,* White Star-Dominion Line, Dec. 15.

To Glasgow.—*Lexington,* Furness, Withy & Co., Dec. 3; *Saturnia,* Cunard Line, Dec. 12.

To Manchester.—*Manchester Hero,* Furness, Withy & Co., Nov. 28; *Manchester Shipper,* Furness, Withy & Co., Dec. 5.

To Plymouth, Cherbourg, Hamburg.—*Saxonia,* Cunard Line, Dec. 10.

To St. John's, Nfld.—*Canadian Sealer,* Canadian Government Merchant Marine, Nov. 26, Dec. 8, Dec. 22.

To St. John's, Nfld. and Liverpool.—*Sachem,* Furness, Withy & Co., Nov. 26.

To Bermuda, British West Indies, and Demerara.—*Chigneto,* Royal Mail Steam Packet, Nov. 25.

To Nassau, Kingston, Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Dec. 2.

To Barbados, Trinidad and Demerara.—*Canadian Beaver,* Canadian Government Merchant Marine, Dec. 6; *Canadian Logger,* Canadian Government Merchant Marine, Dec. 14.

To Santiago (Cuba), Kingston (Jamaica), and Outports.—*Nevis,* Pickford & Black, Ltd., Nov. 22.

To Rio, Santos, Montevideo and Buenos Aires.—*Canadian Volunteer,* Canadian Government Merchant Marine, Dec. 7.

To Naples, Genoa.—*Cretic,* White Star-Dominion Line, Dec. 8.

From Montreal

To Liverpool.—*Minnedosa,* Canadian Pacific Steamships, Ltd., Nov. 25.

To London.—*Dunbridge,* Canadian Pacific Steamships, Ltd., Nov. 22; *Vindelia,* Anchor-Donaldson Line, Nov. 25; *Brant County,* Canada Steamship Lines, Nov. 26.

To Glasgow.—*Pretorian,* Canadian Pacific Steamships, Ltd., Nov. 22.

To Manchester.—*Manchester Hero,* Manchester Line, Nov. 24.

To Belfast and Dublin.—*Lord Antrim,* Head Line, Nov. 27.

To Antwerp.—*Corsican,* Canadian Pacific Steamships, Ltd., Nov. 26.

From North Sydney

To St. John's (Nfld.).—*Sable I.,* Farquhar & Co., Ltd., Nov. 26, Dec. 3, 7, 10; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, Dec. 9.

To Wellington, Lyttleton, Melbourne, Sydney.—*Canadian Freighter,* Canadian Government Merchant Marine, Nov. 30.

To New Zealand-Australia.—*Waikawa,* Canadian-Australasian Line, Dec. 5; *Waikemo,* Canadian-Australasian Line, Dec. 13.

To Yokohama, Kobe, Shanghai and Hong Kong.—*Monteagle,* Canadian Pacific Steamships, Ltd., Nov. 30; *Canadian Prospector,* Canadian Government Merchant Marine, Nov. 25; *Suwa Maru,* Nippon Yusen Kaisha, Nov. 29.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Arizona Maru,* Nippon Yusen Kaisha, Nov. 29; *Empress of Asia,* Canadian Pacific Steamships, Ltd., Dec. 8; *Manila Maru,* Osaka Shosen Kisha, Dec. 16.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Wheatland Montana,* Admiral Line, Nov. 30; *City of Spokane,* Admiral Line, Dec. 6; *Robert Dollar,* Robert Dollar Line, Dec. 7.

To Calcutta and Bombay.—*Canadian Inventor,* Canadian Government Merchant Marine, Jan. 4.

To London, Hamburg, Amsterdam, Rotterdam, and Antwerp.—*Eemdijk,* Royal Mail Steam Packet Co., Nov. 30.

To Yokohama, Kobe.—*Hakata Maru,* Nippon Yusen Kaisha, Dec. 6.

To Yokohama, Kobe, Shanghai, Hong Kong.—*Usuri Maru,* Nippon Yusen Kaisha, Dec. 5.

From Victoria

To Yokohama, Kobe, Hong Kong and Manila.—*Protesilaus,* Blue Funnel Line, Dec. 17.

CANADIAN PACIFIC STEAMSHIPS, LIMITED, INAUGURATES SERVICE TO HAVANA, CUBA

Mr. C. Gowans, Foreign Freight Agent of the Canadian Pacific Steamships Limited, writes under date November 9, that a service will be inaugurated from West St. John on December 5 by the steamship *Sicilian* to Havana, Cuba, with the intention of extending it at a later date to Kingston, Jamaica.

It is the intention to quote the same rates on Canadian products from West St. John as are in effect by the United Fruit Company from Boston or New York. In the case of the service from West St. John, the rates will be in Canadian funds southbound.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. Cable.. *Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnston, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, c/o H.M. Trade Commissioner, Singapore.

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

VOL. XXV. November 28, 1921 No. 930

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE SERVICE

CANADA

Statistics of Trade of Canada for Month of October
Trade of Soviet Russia: Its Import Requirements
The Republic of Uruguay as a Field for Imports
Conditions in the Automobile Industry in England
German and Austrian Competition in Holland
The Packing and Shipment of Goods to Belgium
Text of New Tariffs of St. Lucia and St. Vincent:
Trade Inquiries for: Apples; Sugar; Canned Fruit;
Eggs; Household Appliances; Glassware; Brushes;
Buttons; Spark Plugs and Carburettors; Etc., Etc.

Published by Authority of the Hon. H. H. Stevens
(*Minister of Trade and Commerce*)

OTTAWA
F. A. ACLAND
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1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, November 28, 1921 | No. 930

MR. FORSYTH SMITH'S REPORTS ON APPLE MARKET CONDITIONS

The reports from Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, on Apple Market Conditions in Great Britain and other countries, which have been appearing from time to time in the *Weekly Bulletin*, will in future only be issued in the form of special Apple Supplements. Readers of the *Weekly Bulletin* interested in the fruit trade whose names are not now on the mailing list for these Apple Supplements, may have their names included on application to the Director, Commercial Intelligence Service, Ottawa.

CANADIAN SPRING WHEAT FLOUR GAINING GROUND IN THE SCOTTISH MARKET

Mr. Gordon B. Johnson, Canadian Trade Commissioner in Glasgow, in a communication dated November 7, 1921, states that he learns on the highest authority that Canadian spring wheat flours are driving American competing flours out of the Scottish market. American winter wheat flours, however, still hold at least equal rank with Canadian winter flours.

It was not until recently that Canadian millers in general realized that Scotland uses, generally speaking, flours of high quality. That fact is now well established in the mind of the trade in Canada, with the result that the market is being satisfied in that respect, and the demand for Canadian business is increasing, and American spring flours are rapidly falling behind.

Canadian mills as a rule gave much better value in Scotland during and after the war than United States mills gave, and this no doubt gave an impetus to the Canadian trade.

SUMMARY OF THE TRADE OF CANADA FOR OCTOBER, 1921

The summary of the trade of Canada for October of this year shows that, as represented in dollars, imports for consumption were valued at $59,518,248, as against $105,770,037 in October, 1920, and $91,910,477 in October, 1919. The imports from the United Kingdom were cut by more than half as compared with the corresponding month last year ($8,845,297 as against $17,433,186), and those from the United States showed a great falling off ($42,325,585 as against $76,893,990). The exports of Canadian produce for the month were valued at $79,941,682, as against $129,348,220 in 1920. The exports to the United Kingdom show an increase as compared with the corresponding period last year: $35,488,931 as against $23,728,546; those to the United States show a remarkable falling off, $28,457,095 as against $64,994,451 in October, 1920. Imports for the twelve months ending October, 1921, were valued at $859,626,267, as against $1,339,639,454 in the twelve months ending October, 1920; and exports at $926,654,122 as against $1,228,820,531. The month's returns show a favourable balance of trade of $20,423,434, and for the twelve months ending October the balance of trade is favourable by $67,027,855.

SUMMARY OF THE TRADE OF CANADA: MONTH, SEVEN MONTHS, AND TWELVE MONTHS ENDING OCTOBER, 1921

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of October, 1921			Seven Months ending October, 1921			Twelve Months ending October, 1921		
	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States	Total Imports	From United Kingdom	From United States
Imports for Consumption	$	$	$	$	$	$	$	$	$
Vegetable Products	11,942,724	1,613,648	6,299,474	104,425,387	15,965,606	49,001,555	202,440,373	36,360,240	97,503,321
Animal Products	3,733,749	234,575	3,007,113	24,589,814	1,418,319	19,663,504	44,256,714	2,646,029	34,212,789
Fibres and Textile Products	11,195,359	4,104,618	5,273,547	73,649,384	24,826,607	37,056,386	133,309,747	49,877,988	62,823,621
Wood, Wood Products and Paper	3,145,941	246,420	2,774,997	21,048,733	1,631,528	18,306,601	42,640,042	2,909,318	37,904,287
Iron and its Products	8,795,890	721,025	8,002,275	68,860,923	5,129,361	63,031,471	151,474,003	11,444,816	118,502,718
Non-ferrous Metal Products	2,410,228	253,839	1,993,069	16,866,469	1,395,693	14,289,022	35,536,171	3,192,250	30,055,759
Non-metallic Mineral Products	11,988,742	746,354	10,212,690	84,746,795	3,828,555	73,275,995	170,044,891	6,792,072	151,922,735
Chemicals and Allied Products	2,108,611	260,124	1,658,733	12,864,969	1,717,616	9.494,994	23,944,554	3,452,000	17,243,243
All other Commodities	4,197,004	664,694	3,103,687	31,197,139	7,435,255	20,937,437	55,979,772	12,360,833	38,888,800
Total Imports, 1921	59,518,248	8,845,297	42,325,585	438,249,613	63,348,540	305,056,765	859,626,267	129,035,546	609,057,273
1920	105,770,037	17,433,186	76,893,990	818,782,228	148,286,556	552,176,312	1,339,639,454	226,089,192	923,622,912
1919	91,910,477	8,614,652	72,337,735	543,670,897	48,559,995	429,650,718	902,359,438	81,573 100	713,473,253
	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
Exports (Canadian Produce)	$	$	$	$	$	$	$	$	$
Vegetable Products	41,002,877	25,331,425	6,224,492	169,240,680	98,626,656	29,557,414	430,339,457	175,428,236	114,457,271
Animal Products	14,001,692	7,295,654	4,757,409	84,131,747	47,920,063	25,992,435	156,568,646	81,335,755	56,487,611
Fibres and Textile Products	355,142	87,036	172,603	2,819,257	556,355	1,330,509	10,072,703	1,094,836	4,396,472
Wood, Wood Products and Paper	16,385,749	1,843,428	13,175,052	101,991,560	10,300,443	82,773,550	199,231,463	18,060,541	157,725 192
Iron and its Products	1,977,032	196,588	404,188	13,849,929	1,706,095	2,873,896	42,737,133	6,335,576	7,236,242
Non-ferrous Metal Products	2,240,084	504,426	1,097,599	14,643,035	3,535,712	7,814,936	31,606,361	7,972,027	17,676,916
Non-metallic Mineral Products	2,159,623	44,495	1,335,012	14,306,895	2,972,951	7,109,476	28,027,979	4,067,872	14,361,068
Chemicals and Allied Products	836,976	105,375	499,473	5,073,556	530,439	3,365,240	11,523,573	1,167,046	8,102,395
All other Commodities	982,507	80,504	791,267	9,562.154	598,186	6,864,557	16,546,807	1,316,195	11,612,851
Total Exports, 1921	79,941,682	35,488,931	28,457,095	415,618,813	166,746,900	167,682,063	926,654,122	296,778,084	392,056,018
1920	129,348,220	23,728,546	64,994,451	678,128,392	182,813,687	317,949,012	1,228,820,581	364,864,700	530,145,343
1919	109,446,814	34,324,214	47,715,645	688,799,909	307,101,624	251,831,852	1,197,342,807	524,160,038	439,200,249
Exports (Foreign Produce)									
Totals, 1921	1,314,471	56,327	1,181,356	8,532,814	556,161	7,332,879	14,912,313	1,048,764	12,597,189
1920	1,798,780	176,641	1,468,985	14,884,919	891,197	13,114,659	34,963,952	2,913,913	29,359,577
1919	3,642,621	966,530	2,383,392	27,087,578	4,784,765	20,857,016	54,709,151	12,974,910	34,778,190

THE TRADE OF SOVIET RUSSIA

Trade Commisisoner L. D. Wilgress

London, November 1, 1921.—The current year has witnessed a revival of the foreign trade of Russia. Thus whereas during the whole of 1920 imports into Russia totalled only 90,000 tons, the figure of goods imported up to July 31 of this year is 278,000 tons. This revival of the import trade of Russia has not been accompanied by any marked increase of exports, since the bulk of the goods purchased by the Soviet Government in foreign countries have been financed out of gold shipped abroad. The report on the economic situation in Russia, published in *Weekly Bulletin* No. 928 (November 14, 1921), reviewed the quantities of products available for export. It was shown that, apart from certain amounts of timber and flax and very limited quantities of a few other articles, the chief available export commodities were comprised of precious metals and precious stones. Of these the most important is gold, which has served as a basis for most of the foreign purchases of the Soviet Government.

THE RUSSIAN GOLD RESERVE

At the time of the Bolshevik Revolution in 1917 the amount of gold in the State Bank at Petrograd, according to figures given in the *Russian Economist,* was approximately 1,292,000,000 roubles. Of this amount, the Soviet Government was compelled in the following year to hand over 320,000,000 roubles to the Germans, while the Czecho-Slovaks captured 660,000,000 roubles at Kazan. With the collapse of the Koltchak Administration in Siberia at the beginning of 1920, the Moscow Government was able to recapture about 468,000,000 roubles, so that the total amount of gold which has been at the disposal of the Soviet Government since its accession to power is approximately 780,000,000 roubles, or $390,000,000. In addition there is the gold reserve of the Bank of Roumania, amounting to about 125,000,000 roubles, deposited in Moscow after the Germans took Bucharest in 1916.

Of the 780,000,000 roubles at the disposal of the Soviet Government, considerable sums have already been utilized for the purchase of necessary supplies from foreign countries and for other purposes. Thus in the report published in *Weekly Bulletin* No. 928, a review was given of the purchases of railway material to a total value of 230,000,000 roubles. Besides, the Soviet Government has spent fairly large sums on military supplies, agricultural machinery, tools, medical supplies, coals, seeds and provisions, bought chiefly from Germany, Sweden, Great Britain, and neighbouring states. The total value of these purchases may be roughly estimated to exceed 150,000,000 roubles. While some of these have been financed out of Russian products exported abroad, the bulk have been paid for out of gold shipped to banks in Sweden or Esthonia, and latterly to Great Britain, since the conclusion of the Anglo-Russian Trade Agreement. Deducting the amounts spent on foreign purchases, it is seen that the Russian gold reserve has been materially reduced. The amount of gold produced in Russia during the past four years may be ignored as being not of great quantity. It is generally understood therefore that the value of the stock of gold remaining at the disposal of the Soviet Government is between 200,000,000 and $300,000,000 roubles,* or in the neighbourhood of $100,000,000.

Besides gold, the Soviet Government have been shipping abroad certain quantities of silver, platinum and precious stones, but it is difficult to ascertain the exact quantities of these commodities at the disposal of the present Government in Russia.

MACHINERY FOR TRADE

The whole of the foreign trade of Russia has been under the direct control of the Soviet Government through the People's Commissariat for Foreign Trade. All imports and exports are handled through the branches of this commissariat established

*1 rouble=51·2 cents at par of exchange.

in foreign countries. In Great Britain the Soviet Government maintains a Russian Trade delegation in London, at the head of which is Mr. L. B. Krassin, who is also the People's Commissar for Foreign Trade and thus chief of the above-mentioned commissariat. For the handling of commercial operations with Great Britain, the Commissariat for Foreign Trade created the All-Russian Co-operative Society, Limited, which began operations in October, 1920, as the official buying and selling agency of the Soviet Government.

Similar machinery for trade has been set up in other countries with which Russia has re-established commercial relations. All the foreign requirements of the various departments of the Soviet Government are purchased through the organization of the Commissariat for Foreign Trade. In certain cases special representatives of the department concerned are sent abroad and attached to the foreign organization of the Commissariat for Foreign Trade, but all contracts must be authorized by the latter commissariat. In this way the purchases of railway rolling stock and material referred to above were made under the authority of the commissariat, but through a special Railway Commission at the head of which was M. Lomonosov, chief engineer of the Commissariat of Ways and Communications. This Railway Mission has its headquarters at the Russian Trade Delegation in Berlin, but representatives travel to other countries for the conclusion of contracts. In a similar manner representatives of other commissariats of the Soviet Government and of the state-controlled industrial trusts are authorized from time to time to travel abroad for the purpose of purchasing supplies, but all contracts are subject to the control of the Commissariat for Foreign Trade. Lately there has been established a private company known as the Russian Export and Import Company, which is to sell Russian products abroad for the Soviet Government on a commission basis. Presumably the representatives of this company will also be subject to the authority of the Commissariat for Foreign Trade.

Such is a brief outline of the machinery which has been created by the Soviet Government for the handling of trade with foreign countries.

TRADE WITH GREAT BRITAIN

The All-Russian Co-operative Society Limited, of 43 Moorgate street, London, E. C. 2, has been the official medium for trade between Soviet Russia and Great Britain. This society, known under the abbreviation of "Arcos," began operations in October, 1920, and since that date up to August 31, 1921, has placed orders for goods of a total value of £5,620,000, while the sales of Russian produce through the society up to the end of August last are valued at a little over £300,000, of which £168,000 was comprised of flax. Since August fairly considerable sales of Russian timber have been made through the society.

Of the above total of £5,620,000 for goods purchased by "Arcos," approximately £2,000,000 were bought before the conclusion of the Anglo-Russian Trade Agreement, the sellers accepting gold in Reval. Since March, 1921, purchases have been made in accordance with the terms of the Trade Agreement with gold deposited in London banks or with the proceeds from the sale of Russian products. The following comprise the most important items purchased by "Arcos" in Great Britain:—

Provisions (flour, herrings, etc.)	£1,695,000	Seeds	£ 190,000
Cloth	1,400,000	Chemicals	148,000
Coal	720,000	Sewing cotton	148,000
Agricultural implements and tools	282,000	Binder twine	94,000
Clothing	192,000	Steel wire ropes	67,000

The above figures were published by the Russian Trade Delegation, but the writer has had the opportunity to some extent to confirm and has no reason to doubt their accuracy. They relate to the period from October 1, 1920, to August 31, 1921. The total purchases by "Arcos" from January 1, to August 31, 1921, are valued at £3,650,-000.

In this connection it is of interest to recapitulate the remarks of Mr. Lloyd George on trade with Russia in the House of Commons on October 19th last:—

> "The total trade from January 1 to August 31, this year, was £3,150,000. That includes re-export trade,—tea and other commodities that pass through this country, largely products of the British Dominions. The figures for the last three months show an acceleration in the rate of progress. In the three months to September 30, the trade amounted to £1,339,000. That as far as we can discover—and it is not easy to get statistics—does not include the trade which is done indirectly through the ports of the Baltic. I am not going to minimize the importance of getting a trade of £3,000,000 or £4,000,000. By the end of the year at that rate it might be £5,000,000 or £6,000,000 and that is a contribution of value."

The British Board of Trade statistics only give the direct shipments from Great Britain to Russia and do not take account of the exports to Russia through the Baltic ports of Reval, Riga, Libau and Helingfors, which are credited to the countries in which these ports are situated. Up to the middle of last summer the greater part of the trade between Great Britain and Russia passed through these Baltic ports, principally through the Esthonian port of Reval. Since July shipments from Great Britain to Russia have gone for the most part direct to Petrograd. It will be of interest, therefore, as further indicating the present volume of British trade with Russia, to give the following tables recently published in the *Russo-British Chamber of Commerce Journal,* showing the quantities or values of the shipments from the Port of London during the month of September, 1921, to Petrograd and Archangel:—

FROM THE PORT OF LONDON

To Petrograd

Description of Goods.		Quantity or Value	Description of Goods.		Quantity or Value
Beans	tons	160	Photographic goods	£	589
Condensed milk	cwt.	51	Rice	tons	54
Electrical goods	£	3,006	Rye	tons	1,722
Flour	tons	1,811	Typewriters and parts	£	147
Motor car parts	£	1,037	Tires and tubes, motor car	£	404
Motor cars	£	9,100	Wheat	tons	6,992

To Archangel

Asbestos manufactures	£	180	Lard	cwt.	1,500
Cement	tons	214	Metal manufactures	£	620
Flour	tons	677	Sugar	cwt.	1,740
Jute manufactures	£	30	Tea	lb.	47,335

RUSSIAN TRADE STATISTICS

The trade returns published by the Russian People's Commissariat for Foreign Trade only show the quantities of goods imported and exported and do not give values. The totals of imports are therefore greatly affected by the importations of coal and other bulky goods. The following table taken from *Russian Information and Review* shows the total quantities of goods imported into Russia during the first seven months of 1921, together with the figures for the monthly importations of coal:—

1921	Total imports into Russia Tons	Imports of coal Tons
January	12,000	2,800
February	26,000	20,000
March	10,000	......
April	35,000	3,000
May	57,000	6,400
June	47,000	3,300
July	90,600	32,000
Total for seven months	277,600	67,500

It is thus seen that, even after making allowances for coal importations, there has been a steady progressive increase of quantities of goods imported since the beginning of the year.

Of the above total of 277,600 tons imported during the first seven months of 1921, foodstuffs and animal products account for 103,000 tons, coal for 67,500 tons, metals and manufactured goods for 60,000 tons (of which agricultural machinery comprises 24,000 tons), while seeds, chemicals and textiles are the other most important items. Foodstuffs and coal were chiefly imported from Great Britain and the United States, while Germany supplied the greater proportion of the total imports of metals and manufactured goods, including agricultural machinery and implements.

The following table gives an anaylsis of the approximate imports for the seven months by countries of origin according to the official Russian figures:—

Imported from	Quantity Tons	Per cent of total
Great Britain	79,000	28
United States	67,000	24
Germany	59,000	21
Esthonia	23,000	8
Sweden	11,000	4
Holland	11,000	4

The above large proportion of goods imported from the United States will serve as a surprise to many persons. Over half, or 36,460 tons, however, were imported during the month of July and consisted mainly of fuel.

With regard to exports from Russia, the total quantity of goods exported during the first seven months of 1921 was approximately 53,000 tons, of which about 80 per cent was comprised of timber and about 9 per cent of flax. The greater proportion of this export is shown as having gone to the neighbouring states of Latvia and Esthonia, but this was before Russia had commenced to ship directly to foreign countries, and hence the goods were shipped through Riga and Reval and in this way credited to Latvia and Esthonia.

INCREASING ACTIVITY AT RUSSIAN PORTS

A better indication of the volume of trade now being done with Russia is afforded by a survey of the activities at the principal Russian ports than by an examination of trade statistics.

There has been a considerable increase of direct shipments to Petrograd and other ports, especially since July, 1921. Before that the trade with Russia was chiefly carried on through the ports of the different Baltic States, and as the general machinery for trade resulting from the conclusion of trade agreements with certain countries had not been established, the exchange of goods between Russia and Western Europe was not on as regular a basis as during the latter months of this year.

The writer had the opportunity of visiting the docks at Petrograd and of witnessing the shipments now being received at that port. Since the commencement of the navigation season last May up to the end of September, 170 steamers had arrived at Petrograd and discharged approximately 241,000 tons of general cargoes, of which about 64,000 tons were comprised of provisions, chiefly from Great Britain.

Petrograd has good warehousing facilities with tracks connecting with the main lines of railway. There are nearly three miles of docks. The depth of the sea canal from Kronstadt is 26 feet, vessels drawing more having to discharge into lighters. The depth along the docks ranges from 18 to 24 feet. Navigation usually is possible until December 23, but this year it is hoped to extend the period up to January with the help of ice-breakers. Dock officials stated that vessels up to 5,000 tons were the most suitable for bringing goods to Petrograd. Discharging had in large

measure to be done with dock labour, but it was possible to unload about 450 tons a day. There were three floating cranes, capable of lifting 100 tons, and it is intended to use these for unloading the locomotives that have been purchased in Germany.

Among the principal shipments which have arrived at Petrograd since August 1 there may be mentioned steel rails, fishplates, and other railway material from Germany; sickles, axes and ploughs from the same source; ploughs also from Czecho-Slovakia; coal, flour, rice, bran, wheat, rye, beans, herrings, pickled pork and miscellaneous goods from Great Britain; beans, flour and meat extract from Finland; wheat, sugar, peas, flour, beans, and steel rails from Holland; coal from Norway; and wheat from Denmark.

There has also been a revival of activity at the Russian ports of the Black Sea. British vessels have brought agricultural machines and implements, binder twine and tools to Novorossisk and Odessa, while various manufactured goods from Italy have been imported into Sebastopol and other Black Sea ports. Coal, rice, boots, coffee, pepper, soap, olive oil, etc., are among the other commodities which have been unloaded at these ports from Italy, Constantinople, Great Britain and Norway. Steamship captains report fairly good facilities for discharging cargo at Russian Black Sea ports.

There are signs of a revival of trade at Batum, the Black Sea port of the Caucasus, and German and Italian goods are arriving for transport to Persia. Manganese has been exported from both Odessa and Batum. Novorossisk is to be used for the importation of relief supplies for the famine districts of the South Volga Valley and Don-Kuban territories.

The commencement of timber shipments from Archangel has resulted in vessels arriving at that port carrying foodstuffs for the population of the forest region and taking back timber to Great Britain, Holland, and Norway. Archangel is open for navigation from May to November 1.

KARA SEA EXPEDITION

During the past summer the Soviet Government organized an expedition for taking manufactured goods from Great Britain to Siberia by way of the northern route through the Kara Sea and bringing back Siberian raw products on the return journey. At the beginning of June the All-Russian Co-operative Society purchased five steamers and had them specially fitted out for the expedition. These vessels were loaded with about 11,000 tons of agricultural machinery and implements, axes, saws, spades, nails, belting and other manufactured goods. Eight other steamers were fitted out at Archangel for the voyage to Siberia, taking a cargo of peat. With the assistance of an ice-breaker and the wireless stations on the Arctic coast, the expedition successfully made the voyage to the mouths of the Ob and Yeneisei rivers. Here a fleet of twenty barges and seven tugs were waiting with cargoes of Siberian grain and raw materials, which had been brought down the rivers. After seventeen days the transferring of the cargoes was completed and the expedition commenced the return voyage. Four of the steamers which came from Great Britain took back about 4,350 tons of Siberian wool, graphite, asbestos, bristles, and hides, while the fifth steamer carried 2,600 tons of Siberian grain to Archangel, and after unloading there took on a cargo of timber for Great Britain. The eight Archangel vessels carried back grain and flour. The return journey was not so easily made as the outward voyage, and a considerable amount of ice was met with in the Kara sea. One of the steamers was damaged and had to be towed, but finally all the vessels arrived at destination with their cargoes intact. It is the intention of the Soviet Government to repeat this expedition next year, when there should be an opportunity for having Canadian goods included among the general cargoes sent out to Siberia. The arrangements for the expedition at this end are in the hands of the All-Russian Co-operative Society of London.

TRANSIT TRADE THROUGH BALTIC PORTS

It has already been pointed out that, previous to this summer, the greater part of the goods sent to Soviet Russia were shipped through the Baltic ports of Esthonia, Latvia, and Finland. The Esthonian port of Reval has secured the largest share of this transit trade. This has been chiefly due to the fact that the harbour of Reval is free from ice practically throughout the whole winter. There are also excellent harbour and dry-dock facilities and good warehouse accommodation. The depth of water in the harbour is 30 feet, so that ships of heavy tonnage can make use of the port. Another factor is that Esthonia was the first of the border states to conclude peace with Soviet Russia, and thus Reval secured an early start over other ports.

Reval is also the nearest seaport to Petrograd, and the distance to Moscow is 595 miles, which is only 26 miles longer than the shortest route to Moscow from the rival port of Riga. The gauge of the Esthonian railways is the same as that of the Russian system, whereas the Latvian winter port of Libau is connected with railway of standard gauge. The railway from Riga is of Russian gauge, but this port is closed during the winter. There has been an increase of shipments to Russia through Riga in recent months, and most of the famine relief supplies sent by foreign organizations are being shipped through that port. Reval, however, is still holding its own in the Russian transit trade, and with the closing of Petrograd and Riga during the winter will be the principal Baltic port for trade with Russia.

In view of the importance of Reval in the transit trade with Russia, it is of interest to append the returns of the Esthonian Ministry of Trade and Industry, recently published in the *Russo-British Chamber of Commerce Journal,* giving particulars of the goods passing through Esthonia to and from Soviet Russia during the first six months of 1921:—

Imports to Russia via Esthonia, January-June, 1921

	Tons.		Tons.
Raw steel	722.3	Leather and leather goods	860.4
Steel goods and hand tools	2,500.6	Timber	...
Other iron goods	5,016.1	Wooden goods	2.4
Lead, copper and aluminium	5,016.1	Paper and printed matter	814.7
Agricultural machinery and implements	19,508.8	Textiles, cloth and footwear	9,934.0
Miscellaneous machinery	6,658.3	Glass and stoneware	60.3
Scientific instruments and apparatus	788.4	Coal	.....
Salt	0.5	Mineral oils and grease	940.5
Foodstuffs	29,021.7	Other oils and fats, and their products	608.8
Seeds	3,796.1	Rubber goods	259.3
		Chemicals and chemical products	5,415.9
		Unenumerated goods	2,548.3

Exports from Russia via Esthonia, January-June, 1921

Flax	335.1

PURCHASES FROM GERMANY AND SWEDEN

The bulk of the Russian requirements for agricultural machinery and implements and other manufactured lines of metal have been supplied during the past year and a half from Germany and Sweden. It is hoped to be able to give in the next number of the *Weekly Bulletin* details of the purchases in these countries by the Soviet Government. The large orders for locomotives, tank cars, steel rails, and other railway material, which have been placed chiefly in Germany and Sweden, were reviewed in the report published in *Weekly Bulletin* No. 928.

In connection with ploughs and other agricultural machines and implements received from Germany, there has recently been a considerable amount of criticism in Russia directed against the Commissariat for Foreign Trade on account of the quality of these goods. It is stated, for instance, that the ploughs have been made of inferior steel and that the implements were not of the standard makes formerly imported into Russia.

Import Requirements

The failure of crops in the Volga Valley and the resultant famine has completely altered the import programme of the Soviet Government. It will be necessary to confine purchases largely to foodstuffs, and the Government will not be able to continue buying such large quantities of manufactured goods in foreign countries. The Commissariat for Foreign Trade is now drawing up a revised import programme. A certain amount of manufactured articles will still have to be purchased, but for some time to come the greater part of the resources of the Soviet Government will have to be utilized for buying essential food products from abroad.

The most urgent requirements are for seed grain for the spring sowing. This includes wheat, rye, barley, oats, peas, clover and grass seeds. Next in order comes grain for milling purposes, chiefly rye. Beans and rice are also to be purchased. It is not quite certain as to whether it will be necessary to buy any large amount of flour. While the Russians naturally prefer to purchase grain to be milled in Russia, it may be necessary to buy some more flour to meet urgent needs.

Among fish products the only requirements of any consequence are for herrings, of which purchases are being made in Norway and Great Britain. Codfish is not a familiar article of diet to the Russians, except among dock labourers at Archangel and Petrograd. A small quantity has been purchasd from Norway for these ports, and it is not intended to place any further orders.

With regard to canned foodstuffs, the Russian organization in London states that they are not in the market at the present time for this class of provisions. Condensed milk has been purchased, also meat extracts; while it is understood that inquiries have lately been made for corned beef.

MANUFACTURED GOODS

It is not yet quite clear to what extent purchases of manufactured goods by the Soviet Government will have to be restricted on account of the famine. There is a great lack in Russia of all kinds of manufactured articles. The most important requirements are for agricultural implements and machines, especially for ploughs, seed drills, rakes, and mowers, reapers and binders. Large orders have been placed in Germany, and negotiations have been carried on in London with American and Canadian manufacturers of harvesting machines. There can be no doubt that further orders for this class of goods will have to be placed abroad by the Soviet Government.

Binder twine must be purchased every year for the needs of the harvest.

Hand tools, such as cross-cut saws, files, hammers and axes, are another of the important requirements for which further orders might possibly be placed. The trade in Russia has, however, become accustomed to certain makes of hand tools, so that purchases are largely confined to axes from Sweden, files and cross-cut saws from Great Britain, and other tools from Germany.

There is a great need in Russia for sole leather, and the All-Russian Co-operative Society of London is open to receive offers from Canadian firms for this line.

Another of the Russian requirements for which further orders are likely to be placed is cheap cloth, since there is a great lack of clothing material in Russia.

The great suffering in Russia due to shortage of medical supplies has led the Soviet Government to place fairly considerable orders in Germany and Great Britain for all kinds of drugs and disinfectants. Such articles as asperin, adrenaline, bismuth salts, various alkaloids, anæsthetics, iodine preparations, various crude drugs and disinfectants, have been sent to Russia during the past few months. Insecticides have also been shipped to be used for spraying as a protection against locusts. It is probable that further orders for medical supplies will be placed, but these are likely to go chiefly to Germany.

Materials for tanning leather are the only other chemical line purchased abroad in any quantity by the Soviet Government.

The saw-milling industry of North Russia is greatly in need of equipment, and it is thought probable that some new machinery may be ordered abroad. Russia is accustomed to the frame saw system, manufactured principally in Sweden and Germany. Interest was expressed in what Canada had to offer in the way of logging equipment and portable saw-milling outfits.

A certain amount of electrical apparatus and machinery may be ordered abroad to complete the new power stations being constructed near Petrograd and elsewhere.

Reference has already been made to the large orders recently placed for locomotives, tank cars, steel rails and other railway material. These have been purchased through the Russian Railway Committee established in Berlin. There has lately been considerable criticism in Russia against the utilization of so large a proportion of the country's resources for the purchasing of railway supplies, and it is probable that these will be greatly restricted in the future. The new locomotives and other rolling stock already purchased should greatly improve the transport situation in Russia, provided increased supplies of fuel can be obtained for the operation of the railways.

OPPORTUNITIES FOR CANADA

The above is a brief survey of the principal Russian requirements for goods to be imported from foreign countries. The quantities to be ordered will depend in large measure upon the extent to which the Russians are successful in obtaining credit, either in the form of international famine relief or from private parties. On the other hand, the Soviet Government is in a position to pay cash for limited quantities, but is naturally endeavouring to secure the best terms possible before placing orders. It will be seen that many of the articles required by the Russians could be supplied from Canada. This especially applies to seed grain, flour, and other foodstuffs. With reference to manufactured goods, the London office of the All-Russian Co-operative Society stated that the only lines of manufactured articles, which they now require and which might possibly be purchased from Canada, are agricultural machinery, sole leather, and cheap cloth. It is the intention of the Soviet Government to send a trade delegation to Canada within a few months, so that Canadian firms will then have the opportunity of getting into direct touch with the Russian purchasing organization. For the present it is necessary for firms desirous of submitting offers to communicate with the All-Russian Co-operative Society, Limited, 43, Moorgate street, London, E.C. 2.

It is hoped that the above report will enable Canadian exporters to better estimate the opportunities for business with Russia.

THE DUTCH EAST INDIAN MARKET

As has been repeatedly emphasized, says the *British Export Gazette,* the enormous prospective value of the Dutch East Indies as a purchaser of all descriptions of merchandise deserves to be increasingly recognized. It is matter for congratulation that Great Britain has succeeded in gaining so firm a foothold in the market—exports thither amounting to upwards of £23,000,000 in 1920 and to nearly £9,000,000 during the first half of the present year. This is, in values, at any rate, more than three times what the trade was before the war, and with the steady and systematic exploitation of the resources of the islands that is taking place, particularly in Celebes and Dutch Borneo, there is, in spite of passing slack periods, every prospect of a persistently increasing demand for manufactured goods, from industrial, mining and agricultural machinery to the lowest grades of personal articles for natives.

THE REPUBLIC OF URUGUAY AS AN IMPORT FIELD.

Trade Commissioner B. S. Webb

Part I

October 17, 1921.—Uruguay is undoubtedly a progressive and up-to-date country, but it does not present the same attractions as a market for Canadian manufacturers as do some of the other republics of South America, the development of which may be said to have just commenced. The entire country is settled to the limit of its capacity, and the only expansion in its purchasing power that can be expected is that which may result from a larger population made possible by closer settlement and the employment of more intensive methods of cultivation. The Republic not having any land for them to settle on, ceased many years ago to attract immigrants. It provides a market, however, which should not be overlooked by manufacturers already doing business in South America. The language, requirements, and trade customs are similar to those of other Spanish-speaking countries, and the market presents two features which should particularly recommend it for favourable consideration. In the first place it is easy to cover, the whole trade of the Republic being concentrated in one city; and secondly, credit conditions are exceptionally good, the bulk of the import trade being conducted through old-established, conservative houses usually possessing ample capital for the requirements of the businesses which have not developed too rapidly, but have been steadily built up during a long period of years.

GENERAL DESCRIPTION

The smallest of the South American republics, Uruguay is situated on the left bank of the estuary of the river Plate at its junction with the Atlantic. In shape it resembles a wedge inserted between Argentina and Brazil, these republics forming its western and northern boundaries. Its area is 72,210 square miles or slightly less than that of Great Britain, and its population, according to the latest census, is 1,462,000. With 20 inhabitants to the square mile, it is the most densely populated of the South American republics. Unlike its neighbours, Argentina and Brazil, Uruguay is not a country of vast territories, but its economic importance is greater than would appear from a superficial comparison, since, by reason of the nature of its soil and the absence of deserts, mountains and unexplored regions, every part of it is habitable and workable. The republic is remarkable for the absence of conspicuous physical features. There are no mountainous regions or extensive forest lands, gently undulating grass lands covering practically the whole surface of the country. Only 13 per cent of the land area is unproductive, most of the remainder being used for cattle grazing, so that the country may fairly be described as one huge pasture.

Cattle raising is the principal and the only important industry of the Republic. The quantities of grain grown suffice approximately for home consumption, but there are no surpluses available for export. Minerals, with the exception of stone and marble, are not mined to any appreciable extent, and there are few manufacturing industries of importance. The climate is warm temperate, normal average temperatures ranging from 54° F. during the winter months to 75° in summer. It is a particularly healthy climate, the municipal authorities claiming for Montevideo the distinction of being the second healthiest city in the world. The seasons, of course, are reversed as compared with those of the Northern Hemisphere.

Montevideo, the capital and principal port of the republic, is a modern and up-to-date city embellished by numerous parks, suburban resorts, bathing beaches and esplanades. Picturesquely situated on a peninsula, its natural advantages have been improved by progressive administration; it attracts large numbers of visitors from Argentina and elsewhere and ranks as an important summer resort. It is situated

near the mouth of the river Plate, 120 miles below the city of Buenos Aires (Argentina), the estuary at this point being fifty miles wide. The inhabitants of the city number 378,000, or one quarter of the population of the republic, the next largest town being Paysandù, with a population of 24,000. The whole of the import and export trade of the republic goes through Montevideo, and there are no other towns of commercial importance.

POLITICAL

The republic has enjoyed the benefits of stable government for many years and, although party feeling occasionally runs high, serious political disturbances are not at all likely to occur. Not having any serious foreign or domestic problems to solve, the present Government's efforts appear to be directed almost entirely towards the improvement of the social condition of the population. Amongst South American countries Uruguay is remarkable for its advanced social legislation. A House Rent Law prohibits the raising of rents to a figure higher than was paid on December 1, 1919. An eight hour day enactment makes it illegal for any man to work longer than eight hours a day, with penalties for both worker and employer concerned in a contravention. The Sunday Rest Law entitles all employees, including domestic servants, to one complete day's rest per week. Under the Old Age Pension Act employers contribute 20 cents per month for each employee towards a fund for a pension of about $10 per month, at sixty years of age. Workmen's Compensation Laws are in operation, and there is an established minimum wage of $1 per day for manual labour. Public utility companies pay 8 per cent of each employee's wage, the employee paying 4 per cent, towards a pension fund; on completion of thirty years' service the employee becomes eligible for a pension, the amount of which is payable on a sliding scale, but in no case may exceed $400 per month.

STOCK RAISING

Some 15,000 ranches covering an area of 43,000 square miles (representing 60 per cent of the total area of the republic) are devoted to cattle and sheep raising. According to the census of 1916 the republic possesses 8,000,000 head of cattle and 12,000,000 sheep; in relation to the population these figures give 6 head of cattle and 9 sheep for each inhabitant. There are three large and modern packing houses at Montevideo engaged in freezing meat for export. During 1919 these plants handled 660,000 beef carcases and 331,000 carcases of mutton. Great Britain is Uruguay's principal customer for frozen meat. Other commodities exported are: hides, skins, wool, tallow, bones, etc. Messrs. Liebigs, Ltd., operate a large establishment at Fray Bentos, where 100,000 cattle are slaughtered annually for the making of extract of meat. corned beef, etc.

AGRICULTURE

The soil in most places is not particularly well adapted to grain growing and substantial increases in the areas sown to wheat and corn are not to be expected. At the present time some 680,422 acres are sown to wheat and 552,270 acres to corn, the production amounting to approximately sufficient for home consumption with occasionally a small surplus available for export. Last year's harvest consisted of: wheat, 6,500,000 bushels; corn, 6,600,000 bushels; flax, 946,000 bushels; oats, 858,000 bushels; and barley, 65,845 bushels.

LOCAL MANUFACTURING INDUSTRIES

Like most South American republics, Uruguay aspires to the possession of manufacturing industries, but it is hardly likely that these will ever be developed up to the point of meeting foreign competition in any but a few lines, notwithstanding the protection afforded by a Customs Tariff which levies high duties on manufactured goods whilst admitting duty free the raw material for making them. Paint in paste, for example, is admitted duty free whilst prepared paints pay 31 per cent. The republic

possesses few mineral resources or supplies of raw material other than hides and wool, lumber, limestones and packing-house by-products. From native raw material cement is made by one factory, woollen cloths by six establishments, and tiles and plaster of paris by eighteen factories; common soap and glycerine is made locally, as also are boots and shoes of inferior to medium quality. A paper factory is making a limited line of stock from imported pulp. With the exception of the cement factory, most of the plants are of comparatively small capacity so that the republic has to depend almost entirely upon importation from abroad for supplies of manufactured goods of all kinds.

PUBLIC UTILITIES

Most of the public utilities are in English hands, large investments of English capital having been made in railway, telephone, tramway, water-supply and gas-lighting enterprises. There are seven railway companies, the largest being the Central Uruguayan, operating 985 miles of line. This company possesses a handsome terminus in the city of Montevideo and serves practically the whole of the republic. Total railway mileage amounts to 1,620 miles, representing a capital invested of $80,000,000; the gauge used over all the systems is 4′ 8½″. The following is a list of the Uruguayan railways, with their respective mileages: Central Uruguay, 985 miles; Uruguayan Midland, 320 miles; Uruguayan North-West, 112 miles; Uruguayan Northern, 72 miles; Uruguayan Eastern, 70 miles; State railways, 42 miles; Uruguayan railway, 19 miles.

The telegraph system is operated by the Department of Posts and Telegraphs, over 5,000 miles of line. There are two telephone systems in the city of Montevideo, the largest and most important being that of the Compania Telefonica de Montevideo, an English company, serving 9,000 subscribers; the Sociedad Co-operative Telefonica Nacional is a local company with 4,000 instruments installed. Recently, however, the Department of Posts and Telegraphs has entered into a contract with a syndicate of North American bankers for a loan of 9,000,000 dollars, the whole of the proceeds to be utilized in the construction of a subterranean telephone system in Montevideo. When this state-owned and operated underground system is installed, it is expected that the business of the two telephone companies referred to will be liquidated. In the interior towns there are 27 smaller systems serving a total of 5,000 subscribers.

The Montevideo Waterworks Company, Ltd., an English company with head offices in London, supplies the city of Montevideo with water.

The electric light system of Montevideo is one of the most modern in the whole of South America; it is operated by the state and supplies current for 2,000 arc lamps, 500,000 incandescent lamps, and also for industrial purposes. Current is distributed for house lighting at a pressure of 220 volts, direct current. A number of towns in the interior operate small generating stations supplying, between them, current for a total of 70,000 incandescent lamps.

The city of Montevideo possesses an excellent street car system operated by two concessionary companies, "La Comercial," an English company, and "La Transatlantica," a German concession. "La Comercial," the larger of the two, has a mileage of 91 miles converted single track, and "La Transatlantica" a mileage of about 89 miles. There is also a state-owned horse tramway system, which it is shortly proposed to electrify.

A British-owned company known as the Montevideo Gas and Dry Dock Co., Ltd., supplies the city with gas. The company also operates a dry dock and ship repairing yard in the port of Montevideo. This is the only gas company operating in the republic.

Uruguay is fortunate in being the possessor of the finest highways in South America. The stone used in the construction is found in the country, and excellent macadamized roads run from one end of the republic to the other. Thousands of dollars are spent annually in their upkeep.

The London addresses of the various Uruguayan public utility companies are on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application to the Director, Commercial Intelligence Service (file No. T.C.-2-146).
atlantica," a German concession. "La Comercial," the larger of the two, has a mileage

[The second and concluding part of Mr. Webb's report, which will deal with the foreign trade of Uruguay, and with present commercial conditions, will be published in the next number of the *Weekly Bulletin*.]

GERMAN GOODS IN CUBA

Trade Commissioner G. R. Stevens

Havana, November 4, 1921.—There has been no real invasion of Cuba by German goods to date. Of the reasons for Germany's failure to regain her pre-war market, the most pertinent one is that Cuba is not buying. The great staple exports of Germany are not in demand in this republic at present, since the aim of individuals and corporations alike is to subsist as hardly as possible until better times. In the absence of any tide of German goods, there have been a considerable number of driblets, and investigation in the retail area of Havana discloses a fair number of German products. Omitting the disadvantage of no direct steamship service, the Germans have an excellent entrée into Cuba. There are a number of German importing houses which are well established and well considered. There is a German bank with an exceptionally fine record; although seized during the war and forced to discontinue operations, this bank continued to pay the salaries of its employees throughout the war and the effect of this policy from an advertising point of view has been great. (The seizure of this bank was a blessing in disguise, as the bank was unable to participate in the sugar gambling which ensued, and, consequently, is in a stronger position to-day than the majority of its competitors.) In addition, the German as an individual is popular in Cuba as in most of Latin America. He comes to stay, and there is no "swank" about him. He intermarries and becomes an integral unit in the community. Hence the general hindrances to Germany's return into the Cuban market are circumstances over which she has no control, namely, the unwillingness of Cubans to buy and the lack of direct transportation. (This latter lack is to be remedied during the ensuing winter, when the Hamburg-American line resumes its service to the Caribbean.)

Of the important exports of Germany, aluminium ware is the only commodity which is represented in Cuba to any extent. There have been large quantities of German wares entering in American consignments for the past year, and they compete successfully with the same type of American goods in this market. The prices are right, and the quality and shapes are up to American standards. The German passion for novelty is exhibited in some strange combination kettles and double boilers, but they do best when they stick to the better known and simpler shapes. There has been no enamelware or household fixtures, but there has been a certain quantity of the most execrable cutlery imaginable. Every *guajiro* (rural Cuban) carries a small black-handled knife in a sheaf, and the Germans have sent in a considerable quantity of these knives. They are extremely rough, however, as are the specimens of hand tools which have come from Germany. In many cases, they are so very cheap that their cheapness does not recommend them. There is little builders' hardware from Germany to date or builders' supplies.

The real place to search for German goods is not in the shops at all, but among the street hawkers so prevalent in Latin-American countries. Here a great variety of articles is encountered, many of them clever and some of them quite good. There is a clinical thermometer which is accurate and which retails at 20 cents. Thousands upon thousands of people are possessing clinical thermometers for the first time. There is a 25-cent compass which, however, does not know its way about very well. There are knives (priced at 20 cents) whose quality guarantees that the first sale

shall be the last. There are some quite good pencils if one can persuade them to unfold, and there are balls of cordage made of twisted paper. In the line of toys and notions, the German manufacturer, as usual, excels himself. Several extremely ingenious mechanical toys were noticed—toys indeed which probably would be wasted upon the average Cuban youngster. On the other hand, standard toys such as building blocks, toy houses, etc., are so tremendously cheap in construction that a healthy child might require a new complement almost daily. They use glue much too freely for a land of heat and insects.

It is in such lines as the foregoing that the Germans are doing a very respectable trade in Cuba at present and to no one's hurt, as in cheap and ingenious manufacture of useless articles they have no rivals in the world. Only two pieces of German machinery were encountered. The German typewriters are very good imitations of the American product, but it is questionable if anybody wants them as a cheap typewriter is a luxury that few business men can afford. The other German import is apparently the last word in motor transport. It is a sort of cradle-car weighing about 300 pounds, electrically driven by a set of storage cells which furnish transportation at a cost of a fraction of a cent per kilometre. It is a one-person vehicle, but one may purchase a trailer for the use of others of the family. In height about two feet six inches from the pavement, yet complete with wind-shield, hood, mud-guards and a lighting system, these little cars present an interesting innovation as they glide about the streets. Their price is $400 retail, and when one has examined their machinery and the quality of their material, it is realized that the manufacturers are making a handsome profit. They would have to be nursed very carefully to last out a season.

In a previous article (see *Weekly Bulletin* No. 925) the imports of German beers into Cuba was touched upon. These beers are only fair quality, and they have not regained their pre-war position to any extent.

In regard to lenses, a line in which German pre-eminence was unquestioned before the war, a search of Havana found very few German binoculars, microscopes, or other lenses. The French binoculars and field glasses dominated. The nautical instruments were British, and several American microscopes and telescopes were observed.

No shops exhibited any particular range of German products, except the native pharmacies. Here German pharmaceutical supplies dominated. Both price and quality are right, and there is no question but that the light chemicals are back in force.

STRONG AMERICAN FOOTHOLD IN BOOTS AND SHOES IN INDIA

Indian trade figures show that the average price per pair of boots imported from the United Kingdom in 1920-21 was 16s., while in the case of the United States it was 33s. 6d., says the *Times Trade Supplement*. Last year the United States shipped to India £432,200 worth of boots and shoes, as compared with £569,600 worth from the United Kingdom. In pre-war days practically the whole of the imports of boots and shoes into India came from the United Kingdom.

The British Trade Commissioner in India, Mr. T. M. Ainscough, has taken the opinion of a number of importers in India as to the reason for the lack of recovery of British trade in this particular line. The general opinion seems to be that during the war the impossibility of obtaining supplies from this country compelled the importers to buy elsewhere, and naturally the repeat orders will for some time retard the recovery of British trade. It is a fact, however, that American supplies are now considerably higher in price than British, and it seems quite probable that in the near future the main bulk of the trade will return to Great Britain, provided that adequate supplies at a reasonable price are obtainable.

In view, however, of the hold which American manufacturers have obtained in this market through the abnormal conditions prevailing during and after the war, it is suggested that no effort should be spared to meet the requirements of Indian importers and thus hasten the recovery of the export trade in boots and shoes to that market.

THE AUTOMOBILE INDUSTRY IN GREAT BRITAIN

Trade Commissioner J. E. Ray

Manchester, November 7, 1921.—The automobile industry of the United Kingdom is passing through the most trying period in its history. Inquiries instituted among the manufacturers in Manchester and district reveal very discouraging conditions unrelieved by any promise of better times in the immediate future. The high costs of production and the general slump in trade are responsible for the dearth of orders. Further, optimism during the trade boom of 1919-20 swelled the sources of supply, so that the manufacture of automobiles and transport vehicles was overdone. In 1919, trade journals and newspapers, inspired probably by the example of producers in the United States, were insistent upon mass production as an indispensable lever for raising Great Britain to a more secure footing in the markets of the world. Business men caught the malady, especially the automobile manufacturers who undertook bold extensions of plant, and it is only just beginning to dawn upon them that industrial methods, though successful in one country, are not of necessity bound to be successful in every other country. Defenders of the mass production system may seek refuge in the unforeseen trade depression, but it has to be admitted that several British concerns, which set out to reduce costs of production by the mass system, have found their unit expenditure to be higher than that of firms producing on a similar scale but on the unit system.

IMPORTS AND EXPORTS

The following tables show the quantities and values of the United Kingdom's imports and exports of automobiles, etc., during the first nine months of the present year compared with the corresponding period of 1913—

Imports	Number 1921	Number 1913	Value 1921	Value 1913
Touring cars	4,276		£1,098,348	
Commercial vehicles	2,112	5,291	487,100	£1,341,155
Chassis	3,019	6,110	863,428	1,438,230
Other parts	......	......	2,222,529	837,267
Motor cycles and tricars	2,023	1,396	51,063	47,553
Parts thereof	......	......	113,668	82,521
Total	......	......	£4,842,145	£3,746,726
Exports				
Touring cars	1,557		£1,321,161	
Commercial vehicles	591	5,396	501,424	£1,676,811
Chassis	847	949	808,927	364,336
Other parts	......	......	1,050,499	549,021
Motor cycles and tricars	7,039	12,724	578,354	548,552
Parts thereof	......	......	255,416	153,224
Total	......	......	£4,515,781	£3,331,944

From the above statistics it will be seen that the imports of touring cars to the end of September this year were 4,276; of commercial vehicles 2,112, and of chassis 3,019, more than half of which came from the United States, with Canada, France and Italy next in order. These imports were nearly 30,000 less than in the corresponding period of 1920, and nearly 2,000 less than in a similar period of 1913.

The exports of automobiles for the first nine months of this year were 1,557, of commercial vehicles 591, of chassis 847, and of motor cycles and tricars 7,039, which were less than half of the numbers exported during the corresponding nine months of 1920, and considerably lower than the exports of the corresponding period of 1913.

Doubtless the industry is terribly strained at the present time. A good deal of price-cutting is taking place with a view to stimulating demand.

Quite a number of manufacturing concerns, some of them owning huge plants, have gone into liquidation, and it is generally believed that, apart from trade depression, a good number of producers must ultimately be squeezed out by excessive competition.

STATE OF TRADE IN MANCHESTER AND DISTRICT

Trade Commissioner J. E. Ray

Manchester, November 1, 1921.—Although there is evident at the present time more confidence in the near advent of a trade revival than at any period during the last twelve months, it cannot be said that manufacturers and merchants have experienced any improvement in trade throughout October. The Manchester Stock Exchange was quiet until the closing days of the month, when business became a little brisker.

WAGES CUT

In attempts to reduce the costs of production, by which means it is hoped to spur on a demand for goods at home and abroad, several cuts in wages are reported. The engineers, approximately 200,000 in number, have voted in favour of the withdrawal of the Ministry of Munitions 12½ per cent bonus, and the wages of workers in the calico printing, bleaching and dyeing industries are to be reduced on November 5. The wages of miners in Lancashire and Cheshire have been considerably reduced, and the gasworkers in the country start on November 7 under a reduction of 2s. (50c.) per week.

PRODUCE MARKET

Reduction of prices on two foodstuffs are reported: Government butter, reduced by thirteen shillings per cwt., and Irish and Danish bacon, reduced ten shillings to fifteen shillings per cwt.

Current prices of other butters are Danish, 240s. to 250s., Irish (unsalted) 200s. to 215s.; Irish (salted), 185s. to 190s. Government stock: Australian, first grade, 165s.; first and second grade, 160s.; third grade, 135s. New Zealand, first and second grade, 192s. Argentine, salted and unsalted, 140s. to 160s. Australian (free), first grade, unsalted, 188s. to 196s.; salted, 174s. to 180s.; second grade, 164s. to 170s.; third grade, 145s. to 150s. New Zealand (free), 200s. to 202s.

Prices of bacon are: Irish lean sixes quoted 116s. to 122s.; lean sizable, sizable, and lean stout, 126s. to 130s. Ex-factory prices are: Lean sizes, 122s.; prime ditto, 127s.; lean sizable and sizable, 130s.; lean stout, 128s.; fat, 129s.; fat stout, 122s.; heavy, 114s.; and extra heavy, 100s.; Danish, 110s. to 128s.; Swedish, 95s. to 112s.; Dutch, 102s. to 108s.; Canadian, 75s. to 110s., with extra heavy, 70s.; Canadian-cured American, 70s. to 90s.; American, 82s. to 103s., according to grade. Hams generally steady. York and Cumberlands, 175s. to 270s.; American long cuts, 117s. to 125s.; ditto short cuts, 125s. to 128s.; square shoulders, 73s. to 78s.; and picnics, 79s.

Stocks of imported cheese are said to be lower than usual. The demand is gradually increasing.

Present prices: Canadian fine to finest coloured, 88s. to 96s.; ditto, white, 88s. to 98s.; English, 130s. to 140s.; ditto, fine, 100s. to 120s.; farmer's loaf, 150s. to 160s.; factory, 85s. to 90s.; Dutch Edam, 40 per cent and over, 128s., and 20 per cent, 80s.; Goudas, 30 per cent, 80s. to 84s.; and 20 per cent, 70s. to 80s.; New Zealand, fine to finest coloured, 78s. to 88s.; ditto, white, 86s. to 96s.

Eggs are reported to be too high in price to permit of an increasing demand. New-laid eggs are selling at 10 cents each. Prices of imported eggs are: Irish hens, 40s. to 42s.; Irish cold store, 30s. to 31s.; Danish 18 lb., 41s. to 42s.; and 16 lb., 14s.; Rumanians and Russians, 27s. to 28s.; Argentines, 31s. to 32s.; Canadian and American, 30s. to 31s.; Morocco, 22s. 6d.

Canned fruits are in fair demand, consumption being restricted by the high prices asked by packers for immediate shipment. Consumers are in no humour to entertain enhanced prices of foodstuffs, especially when they are associated with commodities that may be termed luxuries.

LEATHER: BOOTS AND SHOES

The leather, and boot and shoe centres all report quiet times, with no immediate prospect of a revival in domestic or foreign trade.

CHEMICALS

A leading authority in the chemical trade reports a lack of orders. The industry naturally feels the effect of the dulness in trade in general, and in textiles in particular.

NOTES FROM THE NETHERLANDS

Trade Commissioner Norman D. Johnston

German Trade With Holland

Rotterdam, October 28, 1921.—The Dutch trade figures indicate a considerable change in regard to foreign trade, especially an increase in the proportion of goods imported from Germany. Statistics in the German periodical *Wirtschaft und Statistiek* show that before the war Great Britain was the most important buyer of German commodities, the importation in 1913 being 958·8 million marks or 14·3 per cent of the total export of Germany, while the imports into Holland from Germany amounted to only 462·4 million marks or 6·9 per cent. In 1920, however, Holland took first place with a total of 21·2 per cent, or in other words received nearly one-fourth of the total German export.

One of the probable reasons for the high percentage of German imports into Holland is that Germany has not entered extensively into direct relations with the former enemy countries, who are averse to buying German products; and it is probably only through the medium of neutral countries that Germany can sell her commodities. This increase of German imports is also probably influenced by the non-existence of German exports to former German colonies. A further factor is that Germany has lost a great part of her commercial fleet and has to ship her goods to overseas countries through Dutch ports and by Dutch ships. It is not impossible that Holland is shown in German statistics as the country of consumption of these goods.

It is also worth mentioning that, as transportation difficulties during and after the war prevented the shipping of commodities to the Dutch Colonies, there was a great shortage of supplies in the colonies, with the result that more goods were ordered from Germany in 1920 than in 1913. It is quite possible that German statistics also show Holland as being the country of destination for these products.

Statistics of imports and exports for the first ten months of 1921 show that a more favourable trade balance may be expected for Holland this year.

German and Austrian Competition

The following are a few items showing the seriousness of German competition in Holland:—

Bicycles.—Germany is able to supply bicycles at less than one-third of the English prices. According to Dutch official statistics, 123,754 German bicycles were imported into Holland from January 1 to September 30, 1921. Large numbers of bicycles are used in Holland.

Motor Cars.—Austria is shipping motor cars to England, the United States, South America, and other countries at very low prices.

Tools.—The German delivered price for many tools is less than the English manufactured price.

Agricultural Machinery.—The Germans are offering their products at prices which are one-fourth of the lowest British quotations, although the latter are only 10 per cent above 1914 prices.

Boiler Pipes.—In Java the Germans are selling boiler pipes at £4 16s., while the English price is £63, although this price only gives a profit of 7½ per cent.

The Netherlands Government Purchasing Office

The purpose of the establishment of the Netherlands Government Purchasing Office is to promote the centralized purchase of necessaries for the various branches of the Government service. If Canadian manufacturers will send a few copies of their catalogues and price lists to the Canadian Trade Commissioner's office, a strenuous endeavour will be made to interest the various Dutch firms in Canadian products, and a copy of the catalogues and price lists will be sent to the Netherlands Government Purchasing Office.

A New Superphosphate Factory

A new co-operative phosphate factory has been built at Vlaardingen, on the banks of the canal between Rotterdam and the Hook of Holland called "the New Waterway." It commenced operations in August and will probably soon be working to full capacity.

In 1903 there was a project to erect a similar plant, but the plans were not executed on account of foreign competition, and the very low prices ruling for superphosphates, being only Fl. 1·85 for 14 per cent in 1904. At the same time there was also a movement in the northern part of the country to erect a co-operative factory in the province of Groningen or Friesland, but on account of opposition from various sources the plans did not materialize.

In April, 1916, the associated committees of the North and South decided to build a co-operative factory, and the Director-General of the Department of Agriculture expressed his approval of the plan.

About nine thousand farmers have become members of this association. The shareholders are obliged to buy 1,000 kilogrammes of superphosphate from this factory, and they are carrying out this obligation, although at present the price is higher than the free market price.

At the present time about fifty workmen are employed in the factory, which produces 300 tons of superphosphate per day. The capacity of the plant is double this quantity, and it is the intention to export the product during the slack season to the countries on the other side of the Equator, where the seasons are reversed, and where they would be requiring superphosphates at a time when there would be little demand in Holland. The total production is too great for the requirements of Holland, and the association will try to find a market in South Africa and other countries, as in the slack season the exportation and sale at even cost price would be an advantage, since the value of superphosphates decreases the longer it remains lying in storage.

RUBBER-SOLED CANVAS SHOES IN DUTCH EAST INDIES

Trade Commissioner John A. Fowler reports in the *United States Commerce Reports* that rubber-soled canvas shoes have been introduced with a moderate degree of success into the Dutch East Indies by one American manufacturer. Since the shoes are in good lasts and generally attractive, dealers are encouraged to take an unusually large profit on them. The high selling price arising from this practice tends to restrict the market for the product. Chinese shoemakers are not slow in taking advantage of this characteristic of the shoe retailers, since it gives them a share of the market that the retailers could hold if they were content to keep prices down through restricting their profits.

COMMERCIAL NOTES FROM NEW SOUTH WALES

Commercial Agent B. Millin

Trade Conditions in New South Wales

Sydney, October 10, 1921.—Once again the tide of commerce and trade appears to be beginning to run through what can almost be regarded as normal channels. The strain caused by the glut of imports and heavy stocks in the last quarter of 1920 and the early part of this year has somewhat relaxed. Stocks have been reduced and the fall in prices in many cases is very apparent. Very few public companies have shown any increase in their earning power, and in the majority of cases considerable decreases have been shown. Distributing houses report an improved turnover during the last few months, and stocks held are not heavy.

The outlook is decidedly encouraging, and the excellent season now being experienced by pastoralists and agriculturists, together with the improved demand for wool and other products, are factors that must tend to further improve trade generally.

New South Wales Wheat Harvest Prospects

Owing to a succession of rainstorms in the late autumn and early winter over a considerable area of the state, ploughing operations were seriously retarded, thus causing late sowings on reduced areas. Seasonal conditions have since then been excellent, and the harvest prospects are most encouraging. As compared with the area sown in 1920, there has been an increase of 26,000 acres or 0·74 per cent.

Shipping Wheat in Bulk from Australia

A report has just been received regarding the first bulk shipment of wheat despatched from Sydney some months ago. The report states that the cargo arrived in splendid condition, after being battened down in the ship's hold for sixty-nine days. None of the hatches were taken off at any time during the voyage. The grain turned out of good sample quality, free from weevil, cut grains, or trace of smut. The weight per bushel discharged was 60½ pounds as against 59½ pounds when shipped. The report also states that the cargo was better than most bag cargoes arriving in England.

Australian Trochus Shell

As a substitute for pearl shell for button making, trochus shell has come into much favour during the last few years. Trochus is a sea snail the habitat of which extends from the Loo Choo islands north of Australia to the Great Barrier Reef of Australia, and from Ceylon on the west to Samoa on the east, this geographical range taking in the Philippine Islands, New Guinea, and Torres Straits. But the trochus most favours the Great Barrier Reef, chiefly because the Reef is formed of coral, has many recesses, comparatively calm water, and very little sediment. The trochus which anchors itself to the coral reefs is in the majority of cases conical, large and handsome. The colour is commonly white, thickly mottled with brown, and tinged with pink.

The industry involves hard work and risk by those engaged in it, but it is a very lucrative one. The Japanese have for several years exploited the product, and they are now the principal users. Sydney is the chief emporium of Australia for the distribution of the shell, and the export has increased very largely of late years.

Some years ago the price of trochus shell reached £120 per ton. A fair average price at the moment is £35 per ton.

DIRECT REPRESENTATION NECESSARY FOR TENDERERS FOR AUSTRALIAN PUBLIC WORKS REQUIREMENTS

Mr. D. H. Ross, Canadian Trade Commissioner to Australia, writes the Department emphasizing the point that Canadian manufacturers must have the essential representation in Australia if they are to be in the same position as their competitors when tendering for Australian railways and public works requirements. Any direct tendering will be of a haphazard nature.

ECONOMIC SITUATION IN GERMANY

Mr. A. Stuart Bleakney, Trade Commissioner in Brussels, has transmitted a report of the German Chambers of Commerce, Minister of Public Economy, on the industrial and commercial situation in Germany for the month of September, of which the following is a summary:—

The wholesale and retail merchants have made only important purchases, while the majority of industries are already supplied for the balance of the year.

The hopes that had been founded on a rise of the mark after the first payment to the Entente have not been realized. Offers made by German industry to the Government, to help them to fulfil their agreements, have not had any appreciable effect on the exchange market. The logical consequence of the depreciation in the mark has been a considerable rise in industrial values. It is doubtful whether Germany can find new credits in foreign countries.

The situation in the iron and steel industries is good, but there is a shortage of coal, and manufacturers have had to refuse orders. Orders from abroad for the electro-technical industry and a few domestic orders for motor transformers and cables have been received. An increase of 20 per cent in wages has been given to the workmen in this industry. The insufficient supplies of fuel are causing great difficulties in the chemical industry. The market for pharmaceutical products is firm both for domestic and foreign trade. Dyes are in large demand in the domestic market, with wages of workmen during the month increased from 10 to 15 per cent. The demand for wood has been small, and wood for the fabrication of paper has been offered by the Baltic countries. The paper industry has received many orders, but is handicapped by a shortage of fuel.

DECLINE IN LUMBER CUT IN THE UNITED STATES

The lumber cut in the United States in 1920 was 33,798,800,000 feet, which is 2·2 per cent less than in 1919, and 27 per cent less than the peak in 1907. The States which increased their cuts are all in the Pacific Coast group and the Rocky Mountains. Washington is first, as usual. Oregon attains second place for the first time, displacing Louisiana from a position held for 15 years, while California takes rank among the first five, displacing another southern yellow-pine State. In 1920 the Pacific and Rocky Mountain groups of States, combined, produced 35·6 per cent of the cut. The eight States of the southern pine group produced 34 per cent, while all the rest of the United States produced 30·4 per cent.

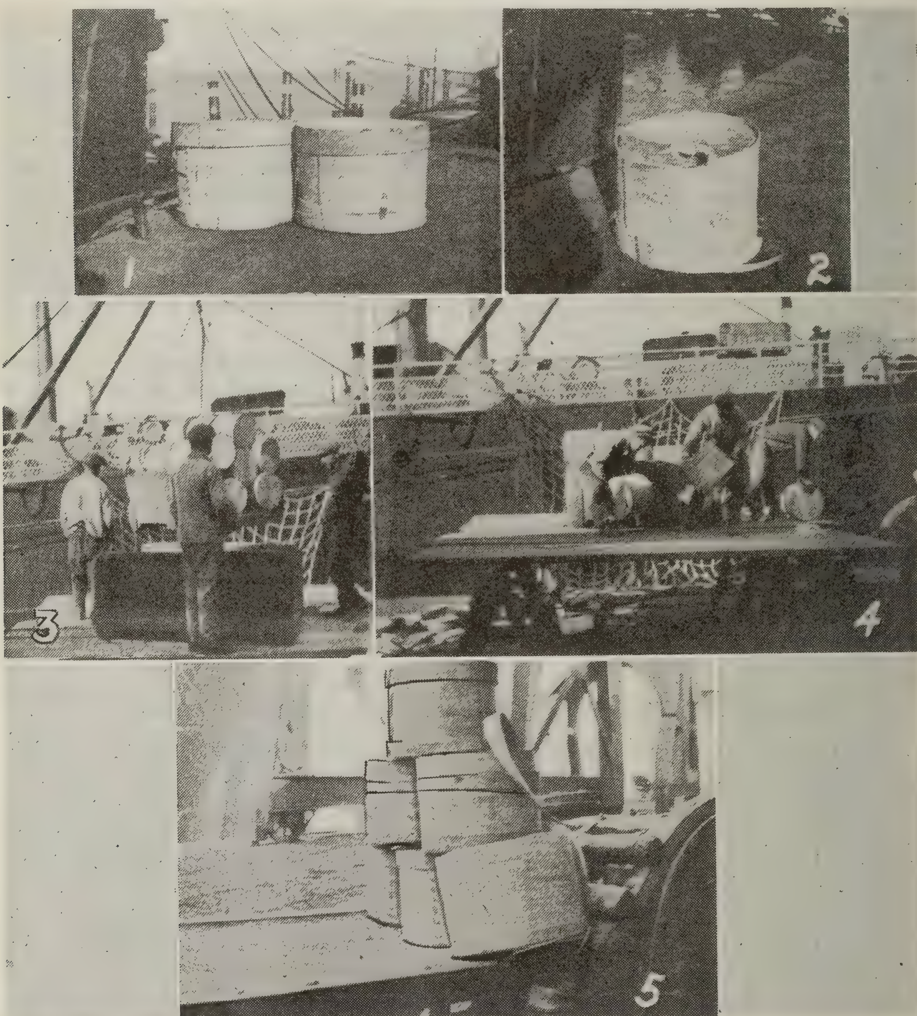
LATEX CUPS IN DEMAND IN DUTCH EAST INDIES

There is a large demand from the Dutch East Indies rubber estates for latex cups. The stoneware cup is generally used, but glass cups are preferred, as it can be seen at a glance if they are clean. Japan is supplying both stoneware and glass cups at low prices. Breakage is a serious item of expense, and a stronger cup than is now used, if not heavier, will certainly command a higher price.

PACKING FOR THE BELGIAN MARKET

Trade Commissioner A. S. Bleakney

Brussels, November 3, 1921.—With the exception of grain, which is by far the largest Canadian export to Belgium, and in the handling of which Canada takes second place to no country, cheese is the most important article of commerce imported regularly from Canada. Last year this amounted to 6,668,104 pounds valued at $1,913,508, direct shipments. Because of its relative importance, and the fact that the packing of this article stands almost alone in the severe criticism it receives at the hands of Belgian importers, it is being treated in some detail.



(1) Strapped boxes in good condition. (2) Rats or pilferers have been at this cheese.

(3) Cheeses being unloaded in "Cheese-board." (4) Freight smashers at work. Note the pile of broken shooks on left.

(5) Three of the boxes are in bad shape.

In a recent shipment, which arrived in the middle of October, about 50 per cent of the packing of the cheese was deplorable. This is the more regrettable as the remedy

is so clearly indicated, and involves a negligible item of costs which should be largely covered by better insurance rates. *All cheese boxes should be wire strapped.* Those of the lot referred to which were strapped were in sufficiently good condition. Photographs of wire-strapped cheese boxes appear in Illustration (1), and in Illustration (2), an example of the result of neglecting this feature of the packing is shown. It will be seen that the box has been tampered with, and the contents pilfered.

It will be noticed that in Illustration (1), the boxes are in merchantable condition; the one on the extreme left is double strapped, although one wire has loosened. The other box is single strapped across the grain, the wire is taut and has preserved the box from breakage. Practically all the strapped cases were in good shape. The others were nearly all smashed. It is difficult to say how much of the smashing is done in Canada and how much at destination. It may be said, however, that the freight handlers in Antwerp seem to be particularly expert at smashing cheese boxes.

It will be interesting to Canadian exporters to observe how their cheese is handled at this end. Illustration (3) shows the cheese being lifted by ship's crane and cheese board from the hold of the vessel to the landing platform. This feature of the handling is satisfactory and well adapted to the protection of the packing. In Illustration (4) the work of transferring the case by hand to the low slung truck is shown, the wheels and level of which can just be seen. This is where a great deal of the damage is done. In lifting the cheeses from the cheese board to the platform and in handling them from the higher level of the platform to that of the truck, much of the packing is shed and can be seen littering the ground on the left. On the invitation of the shipping company to make suggestions as to improved methods, the writer has recommended that this platform be on the same level as the truck, in order that the cheese may be rolled gently from one to the other.

Illustration (5) shows the cheese loaded on the truck ready to be shipped to the warehouses. Three out of six of those are smashed, and they have yet to be handled into the warehouses or transhipped by rail to Brussels, to cities in Switzerland, or to other points.

The moral of all this of course is: "Strap your cases; have the wire malleable; stretch it on across the grain and seal it, to prevent pilferage."

Without in any way expressing any opinion in the matter, the writer has asked a number of cheese importers their opinions on the packing of this article, and these are appended.

A prominent Antwerp exporter states: "I receive cheese only from one firm in Montreal, to whom I pay extra to have the boxes double strapped; as a result I have no complaint to make. It would be a good thing if all Canadian cheese were packed in this manner. It would certainly be an improvement."

Another importer in Schaerbeek states that his cheese is always received in good condition. He thinks that the present packing is convenient, healthy and relatively cheap. This importer probably receives strapped cases.

A Brussels importer states that the "Cheddar" cheese which he imports from Canada is too lightly packed and requires "iron strapping."

Another Antwerp cheese merchant states that, as a result of the light packing and absence of wire strapping, the covers come off the boxes readily, causing a loss of weight and prejudicing the quality in hot weather. He also points out that the loose covers are an inducement to pilferers to remove the cheese, replacing the cover. He thinks improved insurance rates would cover the increased cost of wire strapping.

It is unnecessary to give further examples of these opinions, as they all agree that strapping is necessary.

ASBESTOS

The item of next importance in Canadian export trade with Belgium is asbestos, the returns for 1921 showing 10,447 tons of this article shipped, to the value of $965,282.

Asbestos of course is something which lends itself to export packing, being practically indestructible. Nevertheless, while the situation at present is comparatively

satisfactory, the experience of the first attempts of one importer may help the others to avoid the pitfalls mentioned. According to this firm, about eighteen months ago, when the Canadian mines began exporting to Belgium, they were careless in the way their fibre was bagged. Any way would do. Some of them even went so far as to ship asbestos in wheat and cattle feed bags; other bags were without any mark of identification. Of course this produced a great deal of inconvenience in assorting the bags on being unloaded at Antwerp. This matter has been repeatedly brought to the attention of the mines by this importer, and he states that the most important companies have since the beginning of the year been shipping their fibre in properly marked bags which are easily identified.

The only remaining trouble is that the bags, which are handled several times between the mines and their arrival at Antwerp, are moved by means of hooks, with the result that tears are made and the leakage is quite pronounced. Belgian buyers of asbestos would appreciate the taking of steps to remove this cause of complaint.

Another importer, a Belgian manufacturer of asbestos products, is pleased with Canadian packing. This firm are well satisfied with their importations, which arrive in new sacks containing fibre in good and perfect condition. The shipper of this fibre is doing good pioneer work for Canadian trade in Belgium.

On the other hand, a Brussels manufacturer of asbestos board, claiming to import from Canada large quantities of asbestos fibre used in the manufacture of his special product, states that the fibre arrives in bags of 100 kilogrammes; that these are very light, and in his estimation could very well be of heavier material, as the majority arrive in very bad state, with a resulting loss of material and a depreciation in the value of the sacks, which cannot be resold. This firm claims that the asbestos imported from Rhodesia is packed in more substantial bags, which are capable of withstanding the rough handling they receive without deterioration.

MACHINES, IMPLEMENTS AND TOOLS

Agricultural machinery is shipped to this country from Canada by one company which is so thoroughly experienced in this business that no suggestions of improvements can be offered.

In regard to hand implements and tools, which are shipped here by several Canadian firms, these are stated to arrive in good condition, packed in heavy wooden boxes. Mention is made of this class of goods in referring to packing in conformity with the Belgian tariff.

SULPHITE PULP

An importer of Canadian sulphite pulp, when approached in regard to the condition of pulp coming forward, while reserving details for private transmission to the exporters, vouchsafed the following information: "We have imported from Canada some thousands of tons of sulphite pulp. The packing, though having been done with great care, did not suffice for the long journey and the various manipulations the bales had to undergo."

FOOD PRODUCTS (GENERAL)

An Antwerp importer of food products writes as follows: "We are sorry to say that the packing of all the goods we receive from Canada is quite defective. We, however, admit that the manipulation of merchandise at Antwerp is not carried out with very much care, and that the dockers are specialists at smashing cases of cheese, macaroni and other foodstuffs which we import from Canada. Nevertheless, we think that the wood employed in Canada for packing food products is not strong or heavy enough to stand the strains to which this packing is subjected."

TYPEWRITERS

An importer of Canadian typewriters is very pleased with the packing of the goods he receives. This packing, he states, gives entire satisfaction. "All our machines arrive in double cases and these are always in perfect condition."

PIANOS AND ORGANS

An importer of pianos and organs in Ghent has no remarks to make in regard to the Canadian goods imported. All his shipments, he states, were perfectly packed.

GOODS SHOULD BE PACKED TO TAKE ADVANTAGE OF LOWEST SHIPPING RATES

Owing to the long voyage which Canadian goods have to undergo between Montreal and Antwerp, and the relatively high freight rates existing as compared to the shorter hauls of many of the competing European goods, Canadian firms, and particularly those export houses shipping a large variety of goods, should pay particular attention to packing in relation to freight classification, with a view to getting the lowest rates. A few examples from the Eastbound classification will show how freight rates vary according to packing. Most rates from this end are definitely per 40 cubic feet or by metric ton (1,000 kilos). A number are ship's option.

For instance, malt in sacks or bags is charged 60 shillings per ton, whereas in barrels it is charged 80 shillings. Animal hair in cases is 100 shillings per ton, while in bales it is 60 shillings. Hides, raw dried in bales, is 120 shillings per ton; the same loose are 140 shillings. These items are taken at random but are sufficient to illustrate the point.

Then sometimes goods packed in one manner are charged by weight, whereas when packed in another way they are charged by cubic contents. For instance leaves, dry, in pressed bales, may be quoted at 60 shillings per ton, whereas when in unpressed bales, they cost 40 shillings per 40 cubic feet. It is a matter of experiment to arrive at the most economical packing from the point of view of freight.

These facts are general knowledge with all experienced shippers, yet as it is no uncommon thing to find the goods packed before the shipping people have been consulted, it will do no harm to emphasize this point. For export commission houses handling a great variety of goods, it cannot be overemphasized.

PACKING TO SUIT THE BELGIAN TARIFF

A somewhat similar matter is that of packing to suit the Belgian Tariff. For instance, in regard to shipments of hoes, forks, rakes and all hand tools made of wood and iron, it will usually be found advisable to ship handles separate from the metal heads, and in unequal quantities. The duties on these are as follows:—

Machines, implements and tools of:

Aluminum	240 francs the 100 kilos.
Cast iron	12 francs the 100 kilos.
Iron or steel	24 francs the 100 kilos.
Copper, brass or other material	72 francs the 100 kilos.
Wood	10 per cent ad valorem.

The tariff states that goods will be classified according to the material preponderating in weight. Shippers can with this information figure out for themselves the best way to ship in order to pay the minimum duty.

Take the case of fresh apples. The duty on these is levied according to a new law of this year as follows:—

Apples, imported in cases, large or small, boxes, baskets, or other packing of a weight of 20 kilos.,* or less	100 francs the 100 kilos.
Otherwise imported	5 francs the 100 kilos.

*Container and contents.

Packages weighing more than 20 kilos. (packing and contents) are also chargeable at the higher rate when these containers have interior divisions and when the fruit is enveloped in paper or in any other protection. It can readily be seen in this case what an important relation packing has to duty payable. It will also be found that, having due regard to the proper protection of the fruit, it is sometimes to the interest of the shipper to have the casing as tight as possible when the duty is levied on the gross weight.

For instance, while in regard to apples and pears the duty is levied on the real net weight, importers claiming for the legal tare, and heavy cases can be used without prejudice, up to the legal tare, this is not so in the case of apricots, peaches, nectarines and grapes. In these instances, the duty is levied on the gross weight. This is also true of cherries, black cherries, strawberries and plums, but only for certain specified periods. Gross weight includes weight of fruit and all interior and exterior packing. In this case it is evidently an advantage to have the packing as light as possible consistent with protection of contents.

Then too, many alimentary preserves if in boxes *weighing 3 kilos. or less* are dutiable at 90 francs the 100 kilos. on the gross weight, while others if imported in boxes, bocals or other receptacles require to weigh *more than 3 kilos. gross* to come under a 24 francs category.

These require study of the particular items, but the point is that the goods should be packed in weights to come under the most favourable tariff provision.

Canadian exporters to Belgium will not be wasting time in studying carefully the Belgian Tariff in order to make their packing conform to the item the most favourable for their shipments.

PILFERAGE

Too much care cannot be taken to protect goods from pilferage, not only on account of the loss occurring, but principally to prevent irritation on the part of the foreign customer, the delays of settling claims being most exasperating even when they are satisfactorily adjusted. Most bills of lading simply call for delivery of specified packages said to contain certain articles, and as the ship's officers do not verify the contents, the company usually declines responsibility, especially in the case of certain articles: furs, jewellery, silks, etc. The ordinary marine insurance policy does not protect against pilferage, and to get protection one must have a pilferage clause specially inserted. Many devices have been invented against pilferage. The best preventives are well known but may be reiterated. Do not mark the nature of the contents on the outside of the container, particularly in regard to such goods as are particularly tempting to pilferers, such as food products, furs, silks, or goods of small bulk easily pocketed or put into a dinner pail. Steel bands are sometimes used pressed and stretched on to the cases so as to cut into the wood. These take the place of nails and iron strappings, but resist pilferers. The bands are sealed, Arrangements can be made for the return of such bands.

Apart from these two preventives, naturally the heavier the case, the less possibility there is of pilferage, not only deliberate but opportune, due to tempting exposure of goods caused by accidental breakage. Packing cases should if possible be constructed of wide boards, tongued and grooved by preference. The wider these are, the more nails they will sustain without crowding. Attention should also be paid to the quality of nails used. A nail with a small head cuts through the wood; certain heavy nails tend to split the wood; short nails do not give sufficient strength; a thin nail is twisted between the boards by slight strains. Nails should be of first quality and judiciously selected. Patented clips to prevent withdrawal of these have been used with some success.

The investigation official on the docks at Antwerp, when interviewed in regard to pilferage, was naturally non-committal; nevertheless he admitted that Antwerp was no exception to the rule. The Antwerp docks are, however, well protected against the evil. They are completely surrounded by a high steel grating, and at the gates are stationed keepers who refuse entrance to all except duly authorized persons. The writer wandered around the dock examining merchandise, and as an indication of the watch kept, he was stopped three times in five minutes and asked his business. The goods did not lie along the docks. Cheese was loaded directly on drays and removed. This appeared to be the case also with the other goods. My view is that comparatively little pilferage can take place on the Antwerp docks, and that all reasonable precautions are taken. The situation is much better in this respect in Antwerp than at Rotterdam.

CANADIAN EXPORTERS MAY LEARN FROM THEIR OLDER COMPETITORS

Many a manufacturer who turns from the domestic to the wider field of world trade is at a loss to know how to go about finding the right way to pack his goods for distant markets. He may experiment, packing sample shipments in various packings and subjecting them to the strains considered likely en route abroad. On the other hand, he may use the usual domestic packing without considering the extra abuse which foreign shipment entails. Too much emphasis cannot be placed upon the thorough study of freight classification and the Belgian Tariff.

SHORT POSTAGE ON OUTGOING MAIL TO THE ORIENT

M. Malabar, Office of Trade Commissioner, Yokohama

October 26, 1921.—Canadian manufacturers are requested to draw the attention of their mailing departments to the fact that considerable mail is being received in Japan with only sufficient stamps affixed thereon for domestic postage.

While this has caused a great deal of delay and annoyance for some time past, in spite of repeated warnings from this office, this has now become a very serious item owing to the new International Postal rates recently established, which are much higher than the former rates.

To give our Canadian correspondents some idea of the delay and annoyance entailed through the carelessness of their mailing departments, the writer would state that on the *Empress* mail arriving this week the postage short on letters received for *one day only* (the *Empress* mail generally taking four or five days to thoroughly clean up in Japan) fines to the extent of Y1·60 were claimed by the Japanese postal authorities. As there are some ten or twelve large mail boats arriving here from Vancouver, Seattle and San Francisco every month, correspondnts will readily understand that this negligence on their part involves a great deal of totally unnecessary expenditure which the Yokohama office has to defray.

If such fines imposed are not sent in to the post office when the only and somewhat dilatory official in charge of the short postage department happens to be on duty (and his hours are very short), all such mail must lie in the post office until the following day, no matter how important it may happen to be.

Therefore the Yokohama Office of the Trade Commissioner Service would be much obliged if Canadian manufacturers utilizing their services would render them every assistance in this direction, and would draw the attention of their mailing clerks to the fact that this office has the option of refusing mail on which sufficient postage has not been paid.

COTTON MILL DEVELOPMENT IN CHINA

The expansion of China's cotton spinning industry, Messrs. H. H. Fox, commercial counsellor, and H. J. Brett, commercial secretary to the British Legation in Peking, say, in a report issued by the Department of Overseas Trade, is quite remarkable. Twenty years ago there were only two mills in China, with 65,000 spindles. In 1902 the number had increased to 17 mills, with 565,000 spindles; in 1916 there were 42 mills, with 1,154,000 spindles; and the latest returns for 1920 give a total of 63 mills and 1,422,832 spindles. Some twenty mills are said to be under construction or projected. The Japanese have invested a good deal of capital in the industry, and they are credited with having in operation at the present time 18 mills, with 469,000 spindles.

THE HAGUE RULES, 1921, ON BILLS OF LADING

The Haugue Rules, 1921, in relation to bills of lading, which were unanimously adopted on September 11, 1921, after four days' debate by the Maritime Law Committee of the International Law Association at the conference at the Hague, have now been printed in two languages, English and French. Copies of these Rules may be obtained gratis by interested Canadian firms on application to W. R. Bisschop, Esq., International Law Association, 2 Dr. Johnson's Buildings, Temple, London, E. C. 4, England.

NEW TARIFFS OF ST. LUCIA AND ST. VINCENT GIVING PREFERENCE OF 33 1-3 PER CENT ON CANADIAN GOODS

The new tariffs adopted by St. Lucia and St. Vincent as a result of the Canada-West Indies Trade Agreement of 1920 are given in the subjoined table. The duties in the columns headed "British Preferential Tariff" are applicable to imports from Canada and other parts of the British Empire. The rates of duty given in the columns headed "General Tariff" apply to imports from any other country. Each colony has its own tariff, but the classification of goods in the tariff schedules of the two colonies is so nearly alike that it has been found possible to deal with both tariffs together. In the few instances where there are material differences in classification in the schedule of dutiable goods, explanatory foot-notes have been added. The Free List has been condensed and includes only articles which are usually exported in the ordinary course of trade. For the purposes of the trade agreement, the tariffs in both colonies were proclaimed as having come into effect on September 1, 1921, although the tariffs were actually in operation some time before that date.

SCHEDULE OF CUSTOMS DUTIES

No. Item	Article	Saint Lucia		Saint Vincent	
		British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
1	Aerated and Mineral Waters—				
	Natural and artificial: per dozen reputed pints....	6d.	9d.	3d.	4½d.
2	Animals and Birds Living—				
	(*a*) Asses....per head	2/6	3/9	Free.	Free
	(*b*) Cattle.... "	4/–	6/–	Free	Free
	(*c*) Dogs.... "	5/–	7/6	5/–	7/6
	(*d*) Goats.... "	1/–	1/6	Free	Free
	(*e*) Horses.... "	20/–	30/–	20/–[1]	30/–[1]
	(*f*) Mules.... "	12/–	18/–	Free	Free
	(*g*) Sheep.... "	1/–	1/6	Free	Free
	(*h*) Swine.... "	1/–	1/6	Free	Free
	(*i*) Poultry, game and other kinds.... "	Free	Free	Free	Free
3	Apparel, all kinds....*ad valorem*	10%	15%	10%	15%
4	Arms, Ammunition and Explosives—				
	Arms—				
	(*a*) Swords, bayonets and similar weapons.... "	20%	30%	10%	15%
	Firearms—				
	(*b*) Fowling pieces (breech loaders)....each	10/–	15/–	20/–	30/–
	(*c*) All other kinds, including air guns... "	2/6	3/9	20/–	30/–
	Ammunition, all kinds....*ad valorem*	20%	30%	10%	15%
	(*d*) Gunpowder for sporting purposes "	20%	30%	10%	15%
	(*e*) Gunpowder for blasting purposes "	Free	5%	10%	15%
	(*f*) Other explosives for blasting purposes. "				

[1]Horses for breeding purposes are free of duty in St. Vincent.

SCHEDULE OF CUSTOMS DUTIES—*Continued*

Item No.	Articles	Saint Lucia		Saint Vincent	
		British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
5	Asphalt, all kinds, including pitch and tar... "	10%	15%	10%	15%
6	Bags and Sacks, empty (not including paper bags)... "	10%	15%	10%[2]	15%[2]
7	Bags (travelling and tool), Trunks and Valises "	10%	15%	10%	15%
8	Baskets, all kinds... "	10%	15%	10%	15%
9	Beer and Ale, Stout and Porter........per gallon	1/-	1/6	6d.[3]	8d.[3]
10	Biscuits, Bread and Cakes—				
	(a) Unsweetened in barrels or bags......per 100 lbs.	2/6	3/9	1/4	2/-
	(b) Unsweetened, in tins... "	3/2	4/9	1/4	2/-
	(c) Other kinds...	4/- per 100 lb.	6/- per 100 lb.	10% ad valorem	15% ad valorem
11	Blacking and Polishes...ad valorem	10%	15%	10%	15%
12	Blue... "	10%	15%	10%	15%
13	Books, printed...	Free	Free	Free	Free
14	Boots, Shoes and Slippers...ad valorem	10%	15%	10%	15%
15	Bricks and Tiles...per 1,000	6/-	9/-	8/-	12/-
16	Brooms and Brushes...ad valorem	10%	15%	10%	15%
17	Buckets, Pails and Tubs... "	10%	15%	10%	15%
18	Bullion and Coin...	Free	Free	Free	Free
19	Butter and Butter Substitutes—				
	(a) Butter...per 100 lbs.	13/4	20/-	8/4	12/6
	(b) Ghee and butter substitutes, including butterine and oleomargarine........per 100 lbs.	13/4	20/-	4/2	6/3
20	Candles—				
	(a) Tallow candles...per 100 lbs.	8/4	12/6	5/-	7/6
	(b) Other kinds... "	16/8	25/-	10/-	15/-
21	Carriages, Carts and Wagons—				
	(a) Railway Rolling Stock...	Free	Free	Free	5%
	(b) Bicycles or tricycles other than motor ad valorem	10%	15%	10%	15%
	(c) Bicycles or tricycles motor... "				
	(d) Motor cars and motor vehicles... "				
	(e) Other kinds and parts... "				
22	Cattle and Other Animal Foods—				
	(a) Bran and pollard...per 100 lbs.	1/-	1/6	10d.	1/3
	(b) Linseed oil cake, and linseed oil cake meal... "	1/-	1/6	5d.	7½d.
	(c) Other kinds admitted as such by the Collector of Customs... "	1/-	1/6	5d.	7½d.
23	Cement...per 400 lbs.	1/4	2/-	6d.	9d.
24	Cheese...per 100 lbs.	6/8	10/-	8/4	12/6
25	Chemicals—				
	(a) Calcium carbide...	2/- per 100 lb.	3/- per 100 lb.	10% ad valorem	15% ad valorem
	(b) Other kinds...ad valorem	10%	15%	10%	15%
26	Chinaware or Porcelain, Earthenware and Pottery... "	10%	15%	10%	15%

[2]This item in the St. Vincent tariff reads: "Bags and sacks (empty), when not imported for produce, not including paper bags."

[3]In St. Vincent this is the rate for beer, etc., "in bottles." There is a sub-item for beer, etc., in hogsheads not exceeding 54 gallons, the rates being 16/6 and 20/8 respectively.

SCHEDULE OF CUSTOMS DUTIES—*Continued*

No. Item	Article	Saint Lucia British Preferential Tariff	Saint Lucia General Tariff	Saint Vincent British Preferential Tariff	Saint Vincent General Tariff
27	Cider and Perry	8d. per gallon	1/- per gallon	10% *ad valorem*	15% *ad valorem*
28	Clocks and Parts thereof ... *ad valorem*	10%	15%	10%	15%
29	Coal, Coke and Patent Fuel ... per ton	4d.	6d.	Free	Free
30	Cocoa—				
	(*a*) Raw ... per 100 lbs.	Free	5/-	6/3	9/4½
	(*b*) Ground or otherwise prepared, except sweetmeats	2d. per lb.	3d. per lb.	10% *ad valorem*	15% *ad valorem*
31	Coffee—				
	(*a*) Raw ... per lb.	2d.	3d.	¾d.	1⅛d.
	(*b*) Roasted, ground or otherwise prepared, and including coffee substitutes extracts and essences ... "	2d.	3d.	2d.	3d.
32	Confectionery ... *ad valorem*	10%	15%	10%	15%
33	Cordage and Twine ... "	10%	15%	10%	15%
34	Cork Manufactures ... "	10%	15%	10%	15%
35	Cotton—				
	(*a*) Raw ... *ad valorem*	Free	5%	Free	Free
	(*b*) Manufactures ... *ad valorem*	10%	15%	10%	15%
36	Cutlery ... *ad valorem*	10%	15%	10%	15%
37	Electrical Apparatus ... *ad valorem*	10%	15%	10%[4]	15%[4]
38	Films, Cinematograph ... per 100 ft.	6d.	9d.	6d.	9d.
39	Fireworks ... *ad valorem*	20%	30%	10%	15%
40	Fish—				
	(*a*) Canned or preserved in jars or bottles	6/8 per 100 lb.	10/- per 100 lb.	10% *ad valorem*	15% *ad valorem*
	(*b*) Fresh, including fresh fish in cold storage and turtle	Free	Free	Free	Free
	(*c*) Salmon, trout and mackerel, dried salted, smoked or pickled ... per 100 lbs	2/-	3/-	1/-	1/6
	(*d*) Other kinds, dried, salted, smoked or pickled ... per 100 lbs.	1/8	2/6	1/-	1/6
41	Fruit and Nuts—				
	(*a*) Fruit, fresh	Free	Free	Free	Free
	(*b*) Dried, including currants, figs, prunes and raisins, other than candied or crystallized fruit and fruit in liquid	1d. per lb.	1½d. per lb.	10% *ad valorem*	15% *ad valorem*
	(*c*) Nuts edible, other than cocoanuts and ground nuts	1d. per lb.	1½d. per lb.	10% *ad valorem*	15% *ad valorem*
	(*d*) Coconuts	Free	Free	Free	Free
	(*e*) Ground nuts	2/- per 100 lb.	3/- per 100 lb.	10% *ad valorem*	15% *advalorem*
42	Glass and Glassware—				
	(*a*) Glass bottles, lamps, lamp chimneys, and table glassware ... *ad valorem*	10%	15%	10%	15%
	(*b*) Other kinds ... "	10%	15%	10%	15%
43	Grain, Flour, Pulse and Preparations thereof—				
	Grain:				
	(*a*) Corn (maize) ... per 100 lbs.	1/-	1/6	10d.	1/3
	(*b*) Oats ... "	1/-	1/6	10d.	1/3
	(*c*) Rice ... "	2/-	3/-	1/-	1/6
	(*d*) Other kinds ... "	1/-	1/6	10d.	1/3

[4]Electric apparatus "for illumination or communication" is free and 5 per cent *ad valorem* respectively in St. Vincent.

SCHEDULE OF CUSTOMS DUTIES—*Continued*

Item No.	Articles	Saint Lucia British Preferential Tariff	Saint Lucia General Tariff	Saint Vincent British Preferential Tariff	Saint Vincent General Tariff
	GRAIN, FLOUR, PULSE & PREPARATIONS THEREOF—*Con.*				
	Flour and Meal—				
	(*e*) Wheaten....per 196 lbs.	3/-	4/-	4/-	5/-
	(*f*) Maize or cornmeal....per 196 lbs.	1/6	2/3	1/6	2/3
	(*g*) Other kinds....	2/- per100 lb.	3/- per 100 lb.	10% *ad valorem*	15% *ad valorem*
	Pulse—				
	(*h*) Beans and peas whole or split...per 100 lbs.	6d.	9d.	10d.	1/3
	(*i*) Dholl....per 100 lbs.	8d.	1/-	10d.	1/3
	(*j*) Other kinds....per 100 lbs.	8d.	1/-	10d.	1/3
	Farinaceous Preparations—				
	(*k*) Arrowroot....per 100 lbs.	4/2	6/3	3/4	5/-
	(*l*) Macaroni and vermicelli....	6/8 per 100 lb.	10/- per 100 lb.	10% *ad valorem*	15% *ad valorem*
	(*m*) Other kinds (including corn flour, oatmeal, rolled oats, sago, tapioca and other cereal foods).	4/- per 100 lb.	6/- per 100 lb.	10% *ad valorem*	15% *ad valorem*
44	GREASE, all kinds....*ad valorem*	10%	15%	Free	Free
45	GUMS—				
	(*a*) Balata, chicle and raw rubber....*ad valorem*	Free	5%	10%	15%
	(*b*) Other kinds.... "	10%	15%	10%	15%
46	HABERDASHERY AND MILLINERY....*ad valorem*	10%	15%	10%	15%
47	HARDWARE....*ad valorem*	....	....	10%	15%
	(*a*) Cash registers, casket hardware, house, office, cabinet or store furniture of iron or other metal.... "	10%	15%		
	(*b*) Typewriters.... "	10%	15%		
	(*c*) Other kinds hardware.... "	10%	15%		
48	HATS AND BONNETS....*ad valorem*	10%	15%	10%	15%
49	HAY AND CHAFF....per 100 lbs.	6d.	9d.	Free	Free
50	HEMP AND HEMP MANUFACTURES....*ad valorem*	10%	15%	10%	15%
51	HIDES AND SKINS, raw....*ad valorem*	Free	5%	10%	15%
52	HORNS AND BONES....*ad valorem*	Free	5%	Free	Free
53	IMPLEMENTS AND TOOLS—				
	(*a*) Agricultural (grubbers, harrows, horse hoes, horse rakes, ploughs, tractors, cultivators, pickaxes, cutlasses, hoes, spades and forks)....	Free	Free	Free[5]	Free[5]
	(*b*) Other kinds....*ad valorem*	10%	15%	10%	15%
54	INDIA RUBBER AND GUTTA PERCHA MANUFACTURES....*ad valorem*	10%	15%	10%	15%
55	INSTRUMENTS (Scientific)....	Free	Free	Free	Free
56	JAMS, JELLIES AND PRESERVED FRUITS—				
	(*a*) Canned and bottled fruits....	6/8 per 100 lb.	10/- per 100 lb.	10% *ad valorem*	15% *ad valorem*
	(*b*) Other kinds....	6/8 per 100 lb.	10/- per 100 lb.	10% *ad valorem*	15% *ad valorem*
57	JEWELLERY....*ad valorem*	20%	30%	10%	15%
58	JUTE AND JUTE MANUFACTURES.... "	10%	15%	10%	15%

[5]Agricultural tools and implements without limitation are free of duty in St. Vincent.

SCHEDULE OF CUSTOMS DUTIES—*Continued*

No. Item	Article	Saint Lucia British Preferential Tariff	Saint Lucia General Tariff	Saint Vincent British Preferentia Tariff	Saint Vincent General Tariff
59	Lard and Lard Substitutes..............per 100 lbs.	10/-	15/-	4/2	6/3
60	Leather and Manufactures of, including boots and shoes and saddlery and harness..................................*ad valorem*	10%	15%	10%	15%
61	Lime..	Free	Free	Free	Free
62	Linen and Linen Manufactures..........*ad valorem*	10%	15%	10%	15%
63	(1) Machinery, including parts, viz.:—				
	(*a*) Agricultural (including drainage and irrigation)........................ "	5%	7½%	Free	5%
	(*b*) Sugar manufacturing (including rum distillation)........................ "	5%	7½%	Free[6]	5%
	(*c*) Mining............................ "	5%	7½%	Free	5%
	(*d*) Electric lighting and power for industrial purposes..................... "	5%	7½%	Free	5%
	(*e*) Railway and tramway .... "	Free	Free	Free	5%
	(*f*) Other industrial and manufacturing.. "	5%	7½%	Free	5%
	(*g*) Marine............................ "	5%	7½%	10%	15%
	(*h*) Sewing machines.................. "	8%	12%	Free	Free
	(*i*) Water and sewerage................ "	5%	7½%	10%	15%
	(*j*) Fire engines...................... "	5%	7½%	Free	5%
	(*k*) Printing.......................... "	5%	7½%	Free	5%
	(*l*) Other kinds....................... "	8%	12%	10%	15%
	The term "machinery" shall mean machines consisting of a combination of moving parts or mechanical elements which may be put in motion by physical or mechanical force.				
63	Machinery, etc.— (2) Machinery accessories, appliances and apparatus which the Collector of Customs is satisfied are for use in connection with any machinery detailed above under (*a*) (*b*) (*c*) (*d*) (*f*) (*g*) (*i*) (*j*) and (*k*).........*ad valorem*	5%	7½%	(7)	(7)
	Machinery accessories, appliances and apparatus which the Collector of Customs is satisfied are for use in connection with any machinery detailed above under (*h*) and (*l*)............................... "	8%	12%	(7)	(7)
64	Manure, all kinds..................................	Free	Free	Free	Free
65	Matches— In boxes containing 80 matches or less (Matches in boxes containing a greater quantity than 80 matches each to be charged in proportion), per gross of dozen boxes	1/6	2/3	(8)	(8)
66	Meat—				
	(*a*) Beef, pork and mutton, pickled or salted..........................per 100 lbs.	6/8	10/-		
	(*b*) Beef, pork and mutton canned....... "	6/8	10/-		
	(*c*) Fresh (including game and poultry and fresh meat, game and poultry in cold storage)......................	Free	Free		
	(*d*) Smoked or cured, including bacon and hams.............................. "	13/4	20/-		
	(*e*) Other kinds, preserved, including extracts...........................*ad valorem*	10%	15%		

[6]Ice manufacturing machinery under the heading of sugar manufacturing machinery in the St. Vincent tariff is free and 5 per cent ad valorem respectively.

[7]In the St. Vincent tariff accessories, etc., for use in connection with machinery detailed in (*g*), (*i*) and (*l*) are 10 per cent and 15 per cent *ad valorem* respectively; accessories, etc., for use in connection with machinery detailed in (*a*) (*b*) (*c*) (*d*) (*e*) (*f*) (*h*) (*j*) (*k*) are free and 5 per cent *ad valorem* respectively.

[8]In the St. Vincent tariff the unit of quantity is 100 matches per box and rates are 6d. and 9d. respectively per gross of boxes.

SCHEDULE OF CUSTOMS DUTIES—*Continued*

Item No.	Articles	Saint Lucia British Preferential Tariff	Saint Lucia General Tariff	Saint Vincent British Preferential Tariff	Saint Vincent General Tariff
66	Meat—				
	(a) Beef and pork, pickled or salted.....per 100 lbs.	....	....	5/-	7/6
	(1) Pigs' heads, feet and tails........ "	....	....	2/6	3/9
	(b) Canned.........................*ad valorem*	....	....	10%	15%
	(c) Fresh (including game and poultry and fresh meat, game and poultry in cold storage).....................	....	....	Free	Free
	(d) Smoked or cured, including bacon, and hams..........................per 100 lbs.	....	....	8/4	12/6
	(e) Other kinds, including extracts.......*ad valorem*	....	....	10%	15%
67	Medicines and Drugs—				
	(a) Opium and Ganja (Indian Hemp)..............	15/- per lb.	22/6 per lb.	10% *ad valorem*	15% *ad valorem*
	(b) Other kinds.........................*ad valorem*	10%	15%	10%	15%
68	Metals—				
	(a) Iron and steel nails, spikes, rivets, clinches, wire (including barbed wire) woven wire fencing, metal gates "	10%	15%	10%	15%
	(b) Barrels and drums.................. "	10%	15%	10%	15%
	(c) Other metal manufactures, not elsewhere enumerated.................. "	10%	15%	10%	15%
69	Milk—				
	(a) Condensed or otherwise preserved...	5/4 per 48 lbs.	8/- per 48 lbs.	10% *ad valorem*	15% *ad valorem*
	(b) Other kinds........................	5/4 per 48 lbs.	8/- per 48 lbs.	10% *ad valorem*	15% *ad valorem*
70	Musical Instruments.....................*ad valorem*	10%	15%	10%	15%
71	Nuts and Kernels other than Food—				
	(a) Copra..............................	Free	Free	Free	Free
	(b) Other kinds.........................*ad valorem*	10%	15%	10%	15%
72	Oil—				
	(a) Edible..............................per gallon	6d.	9d.	6d.	9d.
	(b) Fuel, crude, for the manufacture of sugar and other agricultural products "	1d.	2d.	Free[9]	4d.[9]
	(c) Illuminating, including kerosene, and other refined petroleum burning oils "	3d.	5d.	2½d.	4d.
	(d) Lubricating......................... "	5d.	8d.	Free	Free
	(e) Motor spirit, including benzine, benzoline, gasoline, naphtha and petrol spirits generally.................... "	4d.	6d.	4d.	6d.
	(f) Essential and perfumed............. "	10/-	15/-	6d.	9d.
	(g) Other kinds, including medicinal, and paint oils.......................... "	5d.	8d.	6d.	9d.
73	Oilcloth and Linoleum...................*ad valorem*	10%	15%	10%	15%
74	Painters' Colours and Materials—				
	(a) Paints and colours ....per 100 lbs.	8/4	12/6	2/6	3/9
	(b) Polishes and varnishes..............	1/- per gallon	1/6 per gallon	10% *ad valorem*	15% *ad valorem*
	(c) Turpentine and turpentine substitutes.per gallon	8d.	1/-	6d.	9d.
	(d) Enamel paint........................*ad valorem*	....	....	10%	15%
75	Paper—				
	(a) Cards, playing (per pack not exceeding 53 cards)........................	6d. per pack	9d. per pack	10% *ad valorem*	15% *ad valorem*
	(b) Paper of all kinds and manufactures of paper............................*ad valorem*	10%	15%	10%[10]	15%[10]

[9] In St. Vincent this rate is applicable to "oil, fuel" without qualification.
[10] Printing paper is excluded from this item in the St. Vincent tariff.

SCHEDULE OF CUSTOMS DUTIES—*Continued*

No. Item	Article	Saint Lucia		Saint Vincent	
		British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
76	Perfumery, not including perfumed spirits. . *ad valorem*	20%	30%	10%	15%
77	Pickles, Condiments and Sauces.......... *ad valorem*	10%	15%	10%	15%
78	Pictures, except unframed photographs..... *ad valorem*	10%	15%		
78	Pictures (unframed)........................	....	....	Free	Free
79	Plants, Seeds and Bulbs....	Free	Free	Free	Free
80	Plate and Plated Ware—				
	(*a*) Nickel plated, gilt, or electroplated ware.................................*ad valorem*	20%	30%	10%	15%
	(*b*) Other kinds......................... "	20%	30%	10%	15%
81	Provisions, unenumerated..................*ad valorem*	10%	15%	10%	15%
82	Saddlery and Harness....................*ad valorem*	10%	15%	10%	15%
83	Salt—				
	(*a*) Coarse and rock salt.................	5/- per ton	7/6 per ton	6d. per 300 lb.	9d. per 300 lb.
	(*b*) Fine, including table salt...........per 100 lbs.	1/-	1/6	6d.	9d.
84	Seeds for expressing oil therefrom..........per 100 lbs.	4d.	6d.	Free	1/-
85	Ships, Boats and Launches...............*ad valorem*	10%	15%	10%	15%
86	Silk and Silk Manufactures ....*ad valorem*	10%	15%	10%	15%
87	Soap—				
	(*a*) Common, including laundry polishing and soft soap......................per 100 lbs.	2/-	3/-	4/2	6/3
	(*b*) Fancy, including medicated and perfumed soaps for toilet purposes.......	8/4 per 100 lb.	12/6 per 100 lb.	10% *ad valorem*	15% *ad valorem*
88	Spices....................................*ad valorem*	10%	15%	10%	15%
89	Spirts—				
	(*a*) Brandy.........................per proof gal.	12/6	15/-	12/6[11]	15/-[11]
	(*b*) Gin.......................... "	9/6	12/-	10/11[11]	13/5[11]
	(*c*) Rum.......................... "	6/-	8/6	9/4	11/10
	(*d*) Whisky .... "	15/-	17/6	12/6[11]	15/-[11]
	(*e*) Cordials and Liquors—				
	All kinds, including flavouring extracts containing spirits (except Falernum).............per liquid gal.	10/-	12/6	12/6	15/-
	(*f*) Falernum..................... "	2/-	3/-	6/8	9/2
	Bitters..................... "	10/-	12/6	6/8	9/2
	Spirits (Potable)—				
	(*g*) Medicinal spirits, admitted as such by the Collector of Customs.........................per liquid gallon	2/-	3/-	2/1	4/7
	(*h*) Methylated spirits and Methylated Alcohol, admitted as such by the Collector of Customs............per liquid gal.	2/-	3/-	2/1	4/7
	Perfumed Spirits—				
	(*i*) Bay Rum ....per liquid gal.	1/-	3/6	2/1	4/7
	(*j*) All others, including dentifrices, toilet preparations and washes............	10/- per liquid gall.	12/6 per liquid gall.	10% *ad valorem*	15% *ad valorem*
	Unenumerated Spirits—				
	(*k*) Potable......................per proof gal.	15/	17/6	12/6	15/-
	(*l*) Not potable ....per liquid gallon	5/-	7/6	2/1	4/7

[11]In St. Vincent brandy, gin and whisky, not exceeding strength of proof are dutiable per gallon at the rates quoted.

SCHEDULE OF CUSTOMS DUTIES—*Concluded*

Item No.	Articles	Saint Lucia		Saint Vincent	
		British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
90	Starch	4/2 per 100 lb.	6/3 per 100 lb.	10% *ad valorem*	15% *ad valorem*
91	Stationery, other than paper ... *ad valorem*	10%	15%	10%	15%
92	Stones and Slates ... *ad valorem*	10%	15%	10%	15%
93	Sugar—				
	(*a*) Refined ... per 100 lbs.	4/2	6/3	1/9	2/7½
	(*b*) Unrefined ... per 100 lbs.	2/1	3/2	1/9	2/7½
	Molasses and Syrup—				
	(*c*) Vacuum pan ... per gallon	1d.	2d.	1d.	1½d.
	(*a*) Other kinds ... "	3d.	5d.	3d.	4½d.
94	Tea ... per lb.	6d.	9d.	4d.	6d.
95	Tobacco and Snuff—				
	Unmanufactured ... "	9d.	1/2	1/2	1/9
	Manufactured—				
	(*a*) Cigars ... "	8/–	12/–	4/8	7/–
	(*b*) Cigarettes ... "	7/–	10/6	4/8	7/–
	(*c*) Snuff ...	5/6 per lb.	8/3 per lb.	10% *ad valorem*	15% *ad valorem*
	(*d*) Other manufactured tobacco ... "	4/–	6/–	3/1½	4/8½
96	Toys and Games ... *ad valorem*	10%	15%	10%	15%
97	Umbrellas and Parasols ... *ad valorem*	10%	15%	10%	15%
98	Vegetables—				
	(*a*) Dried, canned or preserved ...	3/4 per 100 lb.	5/– per 100 lb.	10% *ad valorem*	15% *ad valorem*
	(*b*) Onions and garlic ... per 100 lbs.	4d.	6d.		
	(*c*) Fresh ...	Free	Free	Free	Free
99	Vinegar ... per gallon	6d.	9d.	6d.	9d.
100	Watches and parts thereof ... *ad valorem*	10%	15%	10%	15%
101	Wax ... *ad valorem*	10%	15%	10%	15%
102	Wine—				
	(*a*) Sparkling ... per gallon	10/–	15/–	9/4	11/8
	(*b*) Still ... "	1/–	1/6	2/8	3/4
	(*c*) Vermouth ... "	1/4	2/–	2/8	3/4
103	Wood and Timber—				
	Unmanufactured—				
	(*a*) Lumber, sawn or hewn undressed, per 1,000 ft.	10/–	15/–	6/6	9/9
	(*b*) Lumber, sawn or hewn, wholly or partly dressed ... per 1,000 ft.	12/–	18/–	C/6	9/9
	(*c*) Shingles ... per 1,000	5/–	7/6	2/–	3/–
	(*d*) Shooks, staves and headings ... *ad valorem*	5%	7½%	Free	Free
	(*e*) Other kinds ... "	10%	15%	10%	15%
	Manufactured—				
	(*f*) House, office, cabinet or store furniture ... "	10%	15%	10%	15%
	(*g*) Other kinds ... "	10%	15%	10%	15%
104	Wool and Woollen Manufactures ... *ad valorem*	10%	15%	10%	15%
	All other Articles not particularly enumerated or particularly exempted ... *ad valorem*	10%	15%	10%	15%

EXEMPTIONS FROM DUTY

In addition to articles mentioned in the foregoing schedule as being free of duty, the following articles are free both in St. Lucia and St. Vincent:—

Artificial limbs.

Music, newspapers, pamphlets, periodicals, unframed photographs, almanacs, school globes, atlases, charts, maps, plans, trade catalogues, and advertising matter of no commercial value, bank notes, postage stamps and used post cards; but not including printed labels, printed forms, and Christmas cards.

Bees, bee-hives and bee-keeping apparatus.

Eggs.

Fuel, firewood and charcoal.

Ice.

Insecticides, fungicides, vermin-killers and other substances, including sulphate of ammonia, nitrate of soda, lime and other substances, imported for use as manures, or as remedies for diseases of, or preventives, of insect attacks on plants and animals.

Usual packages or coverings in which any articles are imported.

Printing type and printing ink.

Sand, earth and stones in the rough, not including precious stones.

Tanning and dyeing materials: divi-divi, logwood and mangrove and other bark.

Tombstones and memorial tablets and railings for graves.

Tonca beans.

Vaccine lymph, medical serums and radium.

Telegraph wire, telegraphic and electrical apparatus and appliances of all kinds, receipt books, bill-heads, and forms imported for the sole use of the West India and Panama Telegraph Company, Limited.

Baggage, certain articles for religious or educational purposes, goods for the use of the government, army, navy, etc., under certain conditions, and certain articles imported under circumstances which usually entitle them to free entry in other countries, also enjoy exemption from duty.

FURTHER EXEMPTIONS IN ST. LUCIA

The following additional articles are also exempt from duty in Saint Lucia:—

Materials and appliances imported exclusively for the construction, equipment and operation of railways and tramways.

Mills not exceeding in value £200, and engines not exceeding in value £200, for use in the manufacture of sugar and other agricultural products.

Mosquito-proof wire gauze.

Quinine, being sulphate of quinine and all alkaloids or salts of cinchona bark, but not including quinine compounded with other drugs.

Unframed portraits.

FURTHER EXEMPTIONS IN ST. VINCENT

The following additional articles are also exempt from duty in St. Vincent:—

Anhydrous ammonia and calcium chloride imported for use in connection with the manufacture of ice.

Bagging or baling cloth for doing up produce for export.

Bills of exchange and bills of lading forms.

Gas and water pipes and fittings for same.

Labels, paper wrappers, hand stamps and stencil plates for labelling, wrapping and stamping packages containing produce for export, and printed labels, steamer ticket books and printed materials.

Medical and surgical instruments, appliances and apparatus, electric and otherwise imported by any duly qualified medical practitioner, dentist, or veterinary surgeon for professional use.
Oil, crude.
Printing paper and printing accessories.
Sail cloth.
Sheathing metal, nails, felt and spars for ships.
Iron and truss hoops, all empty produce bags, barrels, casks, cases, hogsheads and puncheons.
Motor tractors.
Water filters and fittings.
Wire cloth and wire netting.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Changes in the French Customs Tariff

Information has been received from the Canadian Government Trade Commissioner in Paris, France, to the effect that a Presidential Decree making several temporary changes in the French Customs duties was promulgated on October 26, 1921.

These changes affect the following commodities: Artificial teeth, fine and mixed linen goods, cinematograph rolls or reels, fish-hooks, pianos and detached parts, organs, harmoniums, wind instruments, violins, guitars, mandolins, phonographs, gramophones, cylinders, discs, records, perforated rolls, pneumatic blowers, mechanisms, motors, violin bows, parts, strings and the like.

Most of the changes made are from specific duties to an ad valorem basis, and for the most part entail an increase in the rates. No increase is made in the tariff as it affects pianos, organs, harmoniums and parts, nor phonographs, gramophones and parts, and the minimum tariff is, in every case, with the exception of fish-hooks and cinematograph rolls, half the general rate.

Two further French decrees affect respectively speedometers, etc., for vehicles, and also mechanics' tools; twist drills, etc.; screw taps; dies for screwstocks; stamps and matrices, reamers and milling cutters in one piece. The revised rates affecting the tools are double the rates previously in force.

New Tariffs of Dominica and St. Lucia

The Commercial Intelligence Branch of the Department of Trade and Commerce has received copies of the new customs tariff ordinance of Dominica. This new tariff was adopted as a result of the Canada-West Indies Trade Agreement of 1920, and provides a preference of 33⅓ per cent on nearly all imports from Canada and other parts of the British Empire. With respect to other colonies which ratified the new Canada-West Indies Trade Agreement, the Department has during the last year received copies of the new tariffs of the Bahamas, Barbados, British Guiana, British Honduras, Trinidad, Grenada, St. Vincent, Antigua, and St. Kitts-Nevis. Information as to the rate of duty on any particular article in these colonies may be obtained on application to the Director, Commercial Intelligence Service, Ottawa.

Australian Duty Stamps for Advertising Matter

With reference to the articles in *Weekly Bulletin* Nos. 867 (September 13, 1920), and No. 922 (October 3, 1921), regarding Australian import duty on advertising matter, Canadian firms are advised that Australian duty stamps for this purpose may be obtained from the Official Representative, Australian Department of Trade and Customs, 61 Broadway, New York City. The stamps are sold in denominations of 1, 2, 3, 4, 5, 6, 8, 10, 12, 14, 16, 18, and 20 cents. Payment is required in advance by means of money order or certified bank cheque.

THE INCREASED USE OF OIL FUEL BY SHIPS

Trade Commissioner Harrison Watson

London, November 7, 1921.—The Annual Report of Lloyd's Register of Shipping, 1920-21, refers to the many adverse conditions which have combined to the disadvantage of the shipbuilding industry, and which have already been exahustively dealt with in previous reviews of the Society's quarterly and other reports.

As far as the Register itself is concerned, this is illustrated by the statement that the new tonnage classed during the year ended June 30, 1921, only amounted to 911 vessels, of 3,245,130 tons gross—equal to a reduction of 25 per cent on those for the previous twelve months.

It is noted, however, that whereas only one vessel exceeding 10,000 tons was classified in 1919-20, no fewer than ten such vessels were classed during the past year.

OIL FUEL

A special feature of the present report is the account given of the remarkable increase in the use of oil fuel to replace coal, as illustrated by the following comparative figures recorded in the Society's register book:—

	Vessels burning oil fuel, gross tons
July, 1914	1,310,209
July, 1919	5,336,678
July, 1920	9,359,334
July, 1921	12,796,635

and it is stated that the position indicates that industrial conditions generally during and subsequent to the war have given tremendous impetus to this important economic movement.

Some impression of the industrial significance of the change will be obtained when it is realized that the steamers now in existence which are fitted for oil fuel would represent a consumption of coal approaching 20,000,000 tons per annum, or about 8.7 per cent of the quantity of coal brought to the surface in the United Kingdom during 1920.

Apart from the question of the relative cost of coal and oil as fuel, there is undoubtedly, in the case of vessels using the latter, an all-round economy of labour, bunker space, accommodation for crew, and time in port; factors which have an important bearing on running costs, more especially in the case of large passenger vessels.

OIL TANKERS

This movement partly accounts for the remarkable increase in the demand for oil tankers, of which 112 of 614,464 tons gross, or over 18 per cent or the total tonnage classed, were built in the past year, and the growth of this type is exemplified by the following statistics:—

	Tankers, (steamers and motors) Gross tons
July, 1914	1,478,988
July, 1919	2,929,113
July, 1920	3,354,314
July, 1921	4,418,688

OIL ENGINES

The total number of vessels built during the year and fitted with oil engines was thirty-four of 101,608 tons, twelve of which were ships of large size totalling 83,739 tons gross. All these thirty-four vessels were fitted with oil engines using heavy oil, with the exception of three of 536 tons, fitted with paraffin motors.

The development in the use of internal combustion engines is also shown in the following table:—

	Motor vessels		Gross tons
July, 1914	297	of	234,287
July, 1919	912	of	752,606
July, 1920	1,178	of	955,810
July, 1921	1,473	of	1,248,800

In vessels above 1,000 tons, fitted with oil engines, those with twin screws largely predominate over single screw ships, especially in the case of those which depend entirely on their engine power. The principal reason for this is that oil engines are generally made with a short stroke, and run at a high rate of revolution, a condition which makes it more efficient to use screw propellers of smaller diameter than would be necessary for single screws working at the same power.

In further connection with this interesting question the report reproduces a special table compiled from the society's records illustrating the relative proportions of:—(1) reciprocating steam engines; (2) steam turbines; and (3) motors: fitted in vessels built to class during the last three years, and also indicating the motive power:—

Period	Total steam and motor Tonnage classed Gr. tons	Type of engines: Steam reciprocating Gr. tons	Steam turbines Gr. tons	Motors Gr. tons	Motive power: Coal Gr. tons	Oil Gr. tons
1918-19	3,760,806	2,633,570	1,051,302	75,934	2,491,213	1,269,593
1919-20	4,186,882	2,821,031	1,286,046 (all geared)	79,805	2,111,289	2,075,593
1920-21	3,229,188	2,373,067	754,513 (all geared)	101,608	1,260,465	1,968,723

CANADIAN MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND MACHINERY INVITED TO EXHIBIT AT BUENOS AIRES

Mr. B. S. Webb, Trade Commissioner at Buenos Aires, has forwarded a booklet descriptive of the Agricultural Museum of the Argentine Rural Society, with a letter from the director, Mr. Carlos D. Girola. The exhibition is at present housed in one building, and while its primary object is the exhibition of the agricultural products of the country, considerable space is devoted to the exhibiting of model and full size agricultural implements and accessories. Among the articles at present being exhibited are silos, windmills, churns, separators, ploughs, harrows, sowers, sprayers, etc. These are the produce of France, Germany, United States and Argentina. The only Canadian exhibit is a hand-operated churn.

Mr. Webb states that the Rural Society intend ultimately to build a special pavilion which will be devoted exclusively to the exhibition of agricultural implements and machinery, and it is his opinion that the propaganda value of exhibits to Canadian manufacturers of agricultural implements would be unquestionable.

The director prefers that models be sent, unless the full-size implements are not of too large a size. The models and implements become the property of the Museum. Mr. Webb suggests that manufacturers, who wish to take advantage of this opportunity to exhibit, should make a point of consulting him regarding the size of the intended exhibit before actually shipping.

An illustrated booklet (in Spanish) accompanied Mr. Webb's report, and this with more complete information as to the scope of the exhibition will be sent to any interested Canadian manufacturer on application to the Director Commercial Intelligence Service, Ottawa (quote file 27724).

SUMMARY OF RATES OF POSTAGE

Owing to numerous complaints regarding insufficiently prepaid mail matter being posted in Canada for outside destinations—due largely to increases in the rates to certain countries which became effective on October 1—the attention of Canadian firms is specially directed to the summary which is printed below:—

RATES OF POSTAGE FROM 1ST OCTOBER, 1921

Letters

Canada, United States and Mexico, *3 cents for the first ounce; 2 cents for each additional ounce.

Great Britain and all other places within the Empire, *4 cents for the first ounce; 3 cents for each additional ounce.

Other countries, 10 cents for the first ounce; 5 cents for each additional ounce.

Postcards

Canada, Great Britain and all other places within the Empire, United States and Mexico, *2 cents each.

Other countries, 6 cents each.

Canadian Newspapers

Canada, Great Britain and certain other places within the Empire, United States and Mexico, 1 cent per 4 ounces.

Printed Matter

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 2 cents per 2 ounces.

Literature for the Blind

Canada, United States, Mexico and Newfoundland, free.

All other countries, 1 cent per pound.

Commercial Papers

All countries other than Canada, 10 cents for first 10 ounces; 2 cents every additional 2 ounces.

Samples

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 4 cents for first 4 ounces; 2 cents for every additional 2 ounces.

Acknowledgment of Receipt (for Registered Articles Only)

Canada and all other countries, 10 cents if requested at the time of posting of the article; 20 cents if requested after the posting of the article.

*War tax included.

HEAVY LIQUIDATION OF STOCKS IN ARGENTINA

A cable message from the Buenos Aires branch of the Anglo-South American Bank, dated October 28, states that there has been heavy liquidation of cotton textiles, which has depressed local prices to a level 30 per cent below those quoted for corresponding imported goods. As regards wool, the old stock has been considerably reduced. Prices of fine wool are firmer, but it is difficult to place the coarse varieties.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 23, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending November 23, those for the week ending November 16 are also given for the sake of comparison:—

		Parity	Week ending November 16, 1921	Week ending November 23, 1921
Britain.. .. ..£	1.00	$4.86	$4.3750	$4.3745
France.. .. ..Fr.	1.	.193	.0795	.0774
Italy.. .. ..Lire	1.	.193	.0458	.0451
Holland .. ..Florin	1.	.402	.3850	.3893
Belgium .. ..Fr.	1.	.193	.0766	.0750
Spain.. .. ..Pes.	1.	.193	.1520	.1505
Portugal.. .. ..Esc.	1.	1.08	.0957	.0930
Switzerland.. .. ..Fr.	1.	.193	.2074	.2069
Germany.. .. ..Mk.	1.	.238	.0042	.0039
Greece.. .. ..Dr.	1.	.193	.4648	.0454
Norway.. .. ..Kr.	1.	.268	.1591	.1549
Sweden.. .. ..Kr.	1.	.268	.2548	.2579
Denmark.. .. ..Kr.	1.	.268	.2012	.2031
Japan.. .. ..Yen	1.	.498	.5304	.5256
India.. .. ..R.	1.	2s.	.2980	.2983
United States.. .. ..$	1.	$1.00	1.0937	1.0950
Argentina .. ..Pes.	1.	.44	.3609	.3599
Brazil.. .. ..Mil.	1.	.3245	.1421	.1368
Roumania.. .. ..Lei	1.	.193	.0078	No quotation
Jamaica.. .. ..£	1.	4.86	4.3490	4.3813
Shanghai, China.. ..Tael	1.	.631	.8503	.8677
Batavia, Java.. ..Guilder	1.	.402	.3773	.3865
Singapore, Straits Settlements.. .. ..$	1.	.49	.5058	.5064
Barbados.. .. ..$	1.	1.		
British Guiana, ...$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.90 1/16–.92 3/16	.90½–.93⅜
St. Kitts.. .. ..$	1.	1.		
St. Lucia.. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

ANTICIPATED REVIVAL OF LUMBER TRADE IN GREAT BRITAIN

At the end of the first week in October the lumber importers of Great Britain were more eager to sell their purchases than to commit themselves to fresh contracts, says the *United States Commerce Reports.* They are now simply following up the market with reluctance, and as they succeed in selling their setock, they buy extremely moderately in the cheapest market at the cheapest price of the day. But the total stocks of the country, despite the recent rather heavy buying, will be sufficient only for a moderate demand before next open water. Meanwhile the case and box makers' trade remains in a bad way, the shipbuilding industry continues depressed, the engineering trades are short of orders, the furniture business is at a standstill, and house building and revival of industries generally wait upon fundamental and far-reaching modifications in taxation, bank rates, fuel, and wages. There are indications that these latter features may be adjusted in large measure in the near future. The conviction prevails quite generally that business and industrial depression has reached its low ebb and that all forces are at work on giving an upward push, which means an early revival in lumber consumption. A healthy revival in the lumber and allied trades early in next year is confidently predicted.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Winnipeg and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

Foodstuffs

3568. **Apples.**—A Glasgow firm of fruit importers will be pleased to handle Canadian box and barrel apples on commission and sell by private treaty.

3569. **Food products.**—A Glasgow firm who import food products, such as molasses, feeding cakes, confectionery, tinned and dry fruits, are open to represent or sell for any important Canadian house exporting any article of interest in above category.

3570. **Sugar.**—A Glasgow firm of produce importers of excellent standing, are open to represent in Scotland a Canadian sugar refiner.

3571. **Refined sugar, syrup and molasses.**—An old-established Glasgow firm, well-known to a large circle of buyers in Scotland, England and Ireland, who are buyers of refined sugar, syrup and molasses, are in a position to handle other articles suitable for sale to sugar buyers and users. They are also willing to act as buying agent on this side for Canadian importers.

3572. **Food products.**—A Glasgow firm established over fifty years, with distributing branches and agencies in the principal centres of the United Kingdom, who are in the produce importing business handling consignments and also as c.i.f. buyers, are willing to consider business of this kind from Canada, or as sole agents for the United Kingdom or Scotland. They handle particularly butter, cheese, eggs, bacon, hams, dressed and canned meat, canned fruits and gallon apples; also flour, oatmeal and cereal foods; also frozen beef, mutton, lamb, etc.; also hog and horse hair and other packinghouse by-products. This firm have buying agents in the Argentine and New Zealand.

3573. **Eggs.**—A firm in Paisley, Scotland, importers of eggs, butter and cheese, wish to have an offer of the best Canadian eggs.

3574. **Eggs.**—A Glasgow firm of importers handling food products, particularly eggs, as buyers, and who might also consider an agency arrangement, will be glad to correspond with a really reliable shipper of eggs, fresh, stored and pickled.

3575. **Canned fruits, fruit pulp.**—A London merchant firm desire to get into touch with Canadian packers of canned fruits and fruit pulp, and canned fish, meat and vegetables. They are prepared to consider agency arrangements.

3576. **Agency in Belgium.**—A Belgian importer of cheese, butter, salmon, lobster and canned goods, desires agency for important manufacturers of alimentary pastes. Has relations with principal buyers for the last twenty years. Correspondence in English.

3517. **Pease.**—A German firm is anxious to get quotations on 500 ton lots of pease (for cattle). Prices c.i.f. Antwerp. Correspondence in English.

3578. **Cereals.**—A Belgian firm is interested to receive quotations for barley, oats, corn and by-products of corn. Would also be willing to represent a Canadian firm exporting cattle food. Quotations on cheese, lard and bacon would also be interesting.

Miscellaneous Products

3579. **Agency for hardware, engineering supplies.**—A London merchant firm with connections in most overseas markets, are prepared to undertake the selling agency for the United Kingdom and elsewhere of Canadian manufacturers of hardware points and engineering supplies of real merit.

3580. **Household appliances, etc.**—A Glasgow firm who are importing agents and buyers of household labour-saving appliances, hardware, glassware and kitchenware, are willing to represent in Scotland any sound Canadian firms with good selling lines; they are also willing to act as purchasing agents on this side.

3581. **Glassware, brushes and buttons.**—A London company are open to undertake the agencies of Canadian manufacturers of glassware, brushes and buttons.

3582. **Ice crushers.**—A London engineering company could handle a good Canadian-made ice crusher of small or medium size.

3583. **Representation in Glasgow.**—A firm in Glasgow are in a good position to represent Canadian firms desirous of securing an agent in Great Britain in building materials, iron and steel, and other metals, wire, box shooks, box strapping, barrel staves, barrel hoops; oils, paints, cordage, binder twine, leathers, wood manufacture, machinery.

3584. An importer and exporter in the Dutch West Indies desires to get in touch with Canadian firms manufacturing flour, cornmeal, canned goods, cotton goods, shoes and general dry goods.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Halifax

To Liverpool.—*Valemore,* Furness, Withy & Co., Dec. 8; *Vedic,* White Star-Dominion Line, Dec. 4; *Megantic,* White Star-Dominion Line, Dec. 11; *Canada,* White Star-Dominion Line, Dec. 16.

To Glasgow.—*Lexington,* Furness, Withy & Co., Dec. 5; *Saturnia,* Cunard Line, Dec. 12.

To Manchester.—*Manchester Shipper,* Furness, Withy & Co., Dec. 5.

To Plymouth, Cherbourg, Hamburg.—*Saxonia,* Cunard Line, Dec. 10.

To St. John's, Nfld.—*Canadian Sealer,* Canadian Government Merchant Marine, Dec. 8, Dec. 22.

To Nassau, Kingston, Belize.—*Canadian Fisher,* Canadian Government Merchant Marine, Dec. 2.

To Barbados, Trinidad and Demerara.—*Canadian Beaver,* Canadian Government Merchant Marine, Dec. 6; *Canadian Logger,* Canadian Government Merchant Marine, Dec. 14.

To Rio, Santos, Montevideo and Buenos Aires.—*Canadian Volunteer,* Canadian Government Merchant Marine, Dec. 7.

To Naples, Genoa.—*Cretic,* White Star-Dominion Line, Dec. 8.

From St. John

To Liverpool.—*Bilbster,* Canada Steamships Line, Ltd., Dec. 7; *Metagama,* Canadian Pacific Steamships, Ltd., Dec. 9; *Empress of France,* Canadian Pacific Steamships, Ltd., Dec. 13; *Canadian Explorer,* Canadian Government Merchant Marine, Dec. 14.

To London.—*Canadian Raider,* Canadian Government Merchant Marine, Dec. 7; *Bolingbroke,* Canadian Pacific Steamships, Ltd., Dec. 21; *Comino,* Furness Line. Dec. 15; *Batsford,* Canadian Pacific Steamships, Ltd., Dec. 13; *Evanger,* Canada Steamships Line, Ltd., Dec. 19.

To Glasgow.—*Tunisian,* Canadian Pacific Steamships, Ltd., Dec. 3; *Bothwell,* Canadian Pacific Steamships, Ltd., Dec. 13; *Canadian Aviator,* Canadian Government Merchant Marine, Dec. 17.

To Manchester.—*Manchester Importer,* Furness, Withy & Co., Dec. 10.

To Cardiff and Swansea.—*Canadian Navigator,* Canadian Government Merchant Marine, Dec. 13.

To Belfast and Dublin.—*Fanad Head,* Head Line, Dec. 24.

To Italy.—*Caserta.* Canadian Pacific Steamships, Ltd., Dec. 6.

To St. Johns, Nfld.—*Mapledawn,* Canada Steamships Line, Ltd., Dec. 6.

To Boston, Havana.—*Sicilian,* Canadian Pacific Steamships, Ltd., Dec. 5.

To South Africa.—*Jebba,* Elder-Dempster & Co., Ltd., Dec. 15.

To Southampton and Antwerp.—*Scandinavian,* Canadian Steamships, Ltd., Dec. 24.

To Australia, New Zealand.—*Wargaratta,* New Zealand Shipping Co., Dec. 20.

From North Sydney

To St. John's, (Nfld).—*Sable I.,* Farquhar & Co., Ltd., Dec. 3, 7, 10; *Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura,* Canadian-Australasian Line, Dec. 9.

To Wellington, Lyttleton, Melbourne, Sydney.—*Canadian Freighter,* Canadian Government Merchant Marine, Nov. 30.

To New Zealand-Australia.—*Waimaru,* Canadian-Australasian Line, Dec. 5; *Waikemo,* Canadian-Australasian Line, Jan. 10.

To Yokohama, Kobe, Shanghai and Hong Kong.—*Suwa Maru,* Nippon Yusen Kaisha, Nov. 29; *Monteagle,* Canadian Pacific Steamships, Ltd., Nov. 30.; *Usuri, Maru,* Nippon Yusen Kaisha, Dec. 5.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Arizona Maru,* Nippon Yusen Kaisha, Nov. 29; *Empress of Asia,* Canadian Pacific Steamships, Ltd., Dec. 8; *Manila Maru,* Osaka Shosen Kisha, Dec. 16.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Wheatland Montana,* Admiral Line, Nov. 30; *Robert Dollar,* Robert Dollar Line, Dec. 2; *City of Spokane,* Admiral Line, Dec. 6.

To Calcutta and Bombay.—*Canadian Inventor,* Canadian Government Merchant Marine, Jan. 4.

To London, Hamburg, Amsterdam, Rotterdam, and Antwerp.—*Eemdijk,* Royal Mail Steam Packet Co., Nov. 30.

To Yokohama, Kobe.—*Hakata Maru,* Nippon Yusen Kaisha, Dec. 6.

From Victoria

To Yokohama, Kobe, Hong Kong and Manila.—*Protesilaus,* Blue Funnel Line, Dec. 17.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnston, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, P.O. Box 121, Singapore. *Cable Address, Canadian.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Acting Canadian Government Trade Commissioner, 1463 Broadway, New York City.

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary, High Commissioner, 19 Victoria street, London, S.W., England *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE SERVICE

CANADA

Published by Authority of the Hon. H. H. Stevens
(*Minister of Trade and Commerce*)

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

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MR. FORSYTH SMITH'S REPORTS ON APPLE MARKET CONDITIONS

The reports from Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, on Apple Market Conditions in Great Britain and other countries, which have been appearing from time to time in the *Weekly Bulletin,* will in future only be issued in the form of special Apple Supplements. Readers of the *Weekly Bulletin* interested in the fruit trade whose names are not now on the mailing list for these Apple Supplements, may have their names included on application to the Director, Commercial Intelligence Service, Ottawa.

REORGANIZATION OF THE WEEKLY BULLETIN TRADE INQUIRY SYSTEM

The system of handling Trade Inquiries in the *Weekly Bulletin* is being reorganized. The intention is to give each Trade Inquiry a separate file, and follow it right through from its receipt until it is finally dealt with. Each inquiry is to be regarded as a "prospect," with a view to converting it into actual business. Success will very largely depend upon the co-operation received from Canadian manufacturers and exporters. It is requested that in future, when Canadian houses are corresponding with firms who have sent in Trade Inquiries through the Trade Commissioners, a copy of the letter sent should be transmitted to the Director, Commercial Intelligence Service, Ottawa. This will be forwarded to the Trade Commissioner from whom the inquiry emanated, and if it contain quotations or information likely to lead to results, instructions will be sent to that officer to do what he can to back up the letter, and to ensure at least that it shall receive prompt and satisfactory attention. The aim in view is to secure results.

"WEST AFRICA AND ITS OPPORTUNITIES FOR CANADIAN TRADE"

The Department of Trade and Commerce, Commercial Intelligence Service, has published for distribution in Canada, as a supplement to the *Weekly Bulletin,* a report on *West Africa and Its Opportunities for Canadian Trade,* by Mr. W. J. Egan, Canadian Government Trade Commissioner in Cape Town. This report, which has been prepared as a result of Mr. Egan's recent tour of West Africa, is designed to call attention to the actual and potential opportunities which exist for Canadian exports to the British and French possessions on the West African coast. The combined population of these colonies exceeds 32,000,000—almost entirely native, but of considerable purchasing power in the aggregate.

Mr. Egan's report, after dealing in broad outline with the economic conditions of West Africa, such as its purchasing capacity, currency, banking, and trade matters, enters into an exhaustive and fully illustrated analysis of West African imports. The exports, railway requirements of the several colonies, and methods of securing business in West Africa, are the titles of some other of the chapters. Throughout particular stress is laid on the considerable opportunities which exist for Canadian products, as Mr. Egan, to quote his own words, confines his attention to "those lines which it is believed Canada can undoubtedly supply, or in which, with a little effort, there is at least a fighting chance of the exporters of the Dominion securing a share of the trade." It must be gratifying to Canadian producers to learn that, as a result of his investigations, Mr. Egan found "the indentors strong for trade with Canada, not only in products which may be distinctively North American in origin, but in any line in which Canada is competitive in price and may be depended on to make prompt

and regular shipment." The report is completed by a contribution on West African tariffs from the pen of Mr. Wm. Gilchrist, Chief, Foreign Tariffs Division, Commercial Intelligence Branch.

This report is only available in pamphlet form. It will be sent post free to Canadian manufacturers, exporters, and others interested, and at a charge of 35 cents to addresses outside the Dominion of Canada. As the edition is limited and copies may be obtained only upon request, it is suggested that readers of the *Weekly Bulletin* who desire to receive copies should make immediate application to the Director, Commercial Intelligence Service, Ottawa.

UNITED KINGDOM EXPORT TRADE EXPANDING

TRADE COMMISSIONER HARRISON WATSON

London, November 12, 1921.—Trade continues dull, but there is a general impression that things are slowly mending, although it is difficult to quote specific instances.

A hopeful sign is the gradual recovery in export trade, the total value of which for the month of October (£72,650,993) showed an increase of nearly £9,000,000 over September, and this despite the fact that wholesale prices fell about 3½ per cent during that period. This is the highest total since last March, when the acute depression began, and as prices now are 15 per cent lower, there has actually been an expansion in quantities.

To return, however, to October, British exports contributed £7,000,000 of the advance over September, while entrepot trade exceeded £10,000,000 for the first time in 1921, the increased valuation over the previous month falling just short of £2,000,000. A particularly satisfactory feature is that almost the whole of the growth in British exports is attributable to manufactured goods. Imports were down approximately £2,500,000, but the shrinkage in the valuation of foodstuffs, due almost entirely to falling prices, amounted to £4,000,000.

The general result, moreover, effected a substantial decrease in the adverse balance of trade, the excess of imports over exports having declined to £12,090,859 from £23,276,285 in September.

While the fall in prices has become pretty general, retailers are still holding up a great deal of potential trade by still demanding unreasonable figures, and heavy taxation is undoubtedly restricting activity generally.

The Annual Motor Show which has just been held in London has enjoyed the customary enormous attendance, but it is reported that while manufacturers have received many inquiries, business has been very limited, for the reason that nobody has any money to spend, and this pretty well illustrates the general situation in the home market.

Other temporary deterrents to marked improvement are the political clouds which still hang on the horizon, notably the uncertainty about Ireland, and the apprehension that Germany may go bankrupt.

TRADE WITH LEADING COUNTRIES

The Board of Trade has now issued the figures of trade by countries for the first nine months of the year.

As roughly speaking, the volume of trade by valuation was practically cut in half in comparison with 1920, it would be anticipated that there has been a heavy falling off in the trade of the United Kingdom with most other countries, and it is interesting to observe that the value of imports from the United States sank from £434,174,379 to £213,405,682 in the first nine months of the present year, which appears a much more drastic transformation than the contraction of exports of British products from £61,998,166 which entered the United States last year to £32,577,627.

During the same period, British exports to France tumbled from £108,072,761 to £30,428,362, while British imports of French goods only fell by about 33⅓ per cent.

Post-war trade with Germany has been surrounded by a variety of complications, and just recently has been further affected by the chaotic fall in the value of the mark, but it is interesting to note that imports of German goods into the United Kingdom aggregated £15,584,632 against £20,647,207 during the first three quarters of 1920, and £58,646,204 for the corresponding months in 1913, so there is a lot of leeway to be made up. Exports of British products to Germany during the same periods were valued at £12,268,143 in 1921, £15,302,594 in 1920, and £29,609,542 in 1913.

As far as trade with Canada is concerned, the following are the details for the three years:—

	Three quarters ended September 1921	Three quarters ended September 1920	Three quarters ended September 1913
Imports	£44,078,645	£66,457,100	£21,878,564
Exports (British)	14,440,427	33,791,789	18,109,903
Re-exports	1,415,614	5,141,616	2,699,397
Total	£59,934,686	£105,390,505	£42,687,864

GERMAN COMPETITION

Trade Commissioner G. B. Johnson

Glasgow, November 9, 1921.—A business man of the highest standing in Glasgow, who is an authority on economic questions, and a frequent contributor to the press on these important topics, has informed me that he is of the firm conviction that the menace of German competition in the markets of the world is of a passing nature, and that any undue fear of it on the part of the manufacturers of other countries is not warranted by the facts.

We all know that the principal advantage enjoyed by German exporters at the present time is in the matter of exchange, the foreign exchange value of the mark having depreciated to such an extent that German goods can be bought by the people of foreign countries at prices which cannot be approached by Germany's competitors.

In so far as Germany's present success is due to efficient production and concentrated application for long hours—to which some part of her success is to be attributed—no magic wand can be employed that will assist her competitors. The only remedy for this sort of competition is equally hard and efficient work, and high individual output, thus reducing cost of production and selling prices.

Considering Germany's present advantages resulting from the low foreign exchange value of the mark, the arguments of the gentleman above referred to are, mainly in his own words, as follows:—

"Attention has been called on numerous occasions to the fact that the German mark, which before the war was equal to one British shilling, or 24 Canadian cents, had fallen to the equivalent (some months ago) of 3d. From this it was argued, by those fearful of German competition, that the German manufacturer could produce for five shillings goods which he could sell here for twenty shillings. To-day the quotation is over 1,000 marks to the £1—that is, one mark is equivalent to a farthing. If, therefore, by the same reasoning, its fall to a fourth of its pre-war value gave Germany the advantage in exporting of four to one, what is to happen with the mark now at four to a penny, passes into the region of the imaginary. In truth such inferences are fantastic. Every country's exports must balance its imports. Any advantage therefore which Germany can gain as an exporter by any fall in the mark, great or small, is countered by the disadvantage the fall in the mark creates when Germany becomes an importer. *The only advantage the German exporter (and it is merely a temporary advantage) can obtain occurs in the period during which wages adjust themselves to the new level of the mark.* In other words, the temporary advantage is taken out of the wage-earners."

In the case of Great Britain, optimism and confidence in an early revival of trade are now in the air. The reduction last week of the bank rate to 5 per cent (Bank of England discount rate), following shortly after the reduction of the rediscount rate of the Federal Reserve Board of the United States, should do much to restore confidence and to release funds for trade and industry.

As a possible indication of what may be in store for German export trade, a prominent jute and flax merchant early in October told me that in many cases where merchants buy goods in Germany, the Germans are getting into trouble for not delivering their shipments up to specification, and that in consequence many Danish and Swedish buyers of jute and flax products are covering in their requirements with United Kingdom manufacturers. This gentleman thinks that such poor quality indicates incompetent workmanship. Before the war Germany was noted for the inferior quality of many of her manufactured products. In his judgment any fearful view of German competition is not justified.

CHANCELLOR OF THE EXCHEQUER ON THE SITUATION

In a speech delivered on the 10th inst., Sir Robert Horne, the Chancellor of the Exchequer, made references to German competition which, coming from such an authority, are of the utmost importance. "In 1913," he said, "Germany exported to Great Britain £58,000,000 worth of goods. In the same period of 1920 she exported to this country only £20,000,000 worth. In the present year, down to September, Germany's whole export of goods to this country amounted to £15,000,000—only a quarter of her exports to this country of the year before the war. Taking Germany's exports to all parts of the world, she was now only exporting a quarter of what she exported in 1913."

It appears then that German competition, so far from being such a menacing spectre to the rest of the world as has generally been believed, only seems so by contrast with the depression of other countries. These assurances, coming from a man in the position of the British Chancellor of the Exchequer, should help to instil confidence in the minds of commerce and industry—many members of which have been inclined to over-emphasize the importance of the German bogey.

GIANT GRASSES FOR PAPER-MAKING

Hitherto tropical and sub-tropical countries have relied mainly for their supplies of paper-making materials on the forests of the northern temperate regions. Wood pulp, prepared from spruce and other timbers in the United States, Canada and Scandinavia, is, for example, imported into India and Australia for the manufacture of the cheaper kinds of paper, whilst countries such as those of tropical Africa, in which manufacturing industries are in a less advanced state, import practically all their paper ready made. In almost all these countries, however, there are native products which could be used for making paper, and in some cases a survey of the materials available is being undertaken.

Bamboos appear to be the most promising source of paper-pulp in India and the Far East, whilst in other countries large grasses, many of which are similar to bamboos in appearance, exist over extensive areas and could be used for the same purpose.

In the current number of the *Bulletin of the Imperial Institute* a comprehensive account is given of those giant grasses. Preliminary trials have proved that many of them give a satisfactory yield of pulp, which produces good paper. In the case of the so-called Elephant grass of eastern tropical Africa, these results have been confirmed by large-scale trials and the material has been used in Uganda for Government printing paper, which is of excellent quality. Such grasses, owing to their bulk, could not be exported to Europe at a profit, but it is suggested that they might be employed locally for paper-making or for conversion into pulp for export.

TRADE OF TRINIDAD, 1920

Trade Commissioner E. H. S. Flood

Barbados, November 7, 1921.—The trade of Trinidad reached its highest figure last year, the imports valuing £8,490,232, and the exports £8,408,611, making a total trade of £16,898,843. The transit trade also increased, and exceeded for the first time the million mark, which added to the imports and exports gives an aggregate trade of £18,914,711.

DIRECTION OF THE TRADE

For the first time since the beginning of the war, the United Kingdom took the leading place in the total amount of trade done in the colony, the United States being second, and Canada third. In each case there were substantial increases shown over the previous year.

The following statement will give the particulars as to these three countries:—

Countries	Imports	Exports	Total trade
United Kingdom	£2,219,483	£3,695,041	£5,914,524
United States	3,474,607	2,148,570	5,623,177
Canada	1,257,877	194,780	1,452,657

INCREASED REVENUE OF THE COLONY

The revenue received from customs was largely in excess of any previous year and reached £701,125. This was due to an increase made in the customs tariff during the year and to the increased prices of merchandise subject to *ad valorem* duties. The revenue exceeded that of 1919 by £223,295.

INCREASED VALUE OF THE IMPORTS

The imports increased in value during the five-year period 1916-20 from £3,708,309 in 1916 to £8,490,232 in 1920. In the case of articles in which the quantity is given in the returns, over one-half show that a greater quantity was imported in 1916 than in the year under review. About 10 per cent more dry salted fish was imported in 1916, and yet the value is greater in 1920 by about £73,000. Over 200,000 pounds more butter was imported in 1916 and the value is now greater by £33,000. Practically the same quantity of flour was imported in 1916 (only 7,189 bags less), but the value shown in the imports for 1920 is greater by £462,187. There was also a large import in 1916 of beef, pork, ham and bacon, but the returns in 1920 show a greater value by £40,000. The same remarks apply to edible oils, salt, sugar, coal, and patent fuel, the latter items showing a value in excess of 1916 of £81,000, though about 10 per cent less was imported. In cotton piece goods there were nearly the same number of yards imported in 1916—the decrease being only about 3 per cent; but the value of the imports of cotton increased over £400,000. These items indicate that the goods imported in 1920, though showing a large increase in value, did not materially increase in quantity.

VALUE OF THE IMPORTS IN CLASSES

The following figures show the value of the imports in 1919 and 1920, classifying the articles in groups:—

	1919	1920
Class I. Food, drink and tobacco	£2,560,139	£2,980,839
II. Raw materials and articles mainly unmanufactured	464,642	833,226
III. Articles wholly or mainly manufactured	2,094,665	4,622,614
IV. Miscellaneous and unclassified articles	39,279	49,837
V. Bullion and specie	95,401	3,716
Total	£5,254,126	£8,490,232

IMPORTS FROM THE THREE PRINCIPAL COUNTRIES

The United States still leads as the principal supplier, although a very satisfactory increase took place in the value of the imports from the United Kingdom

in 1920, which rose from 16·27 per cent in 1919 to 26·58 per cent in 1920. The increase was chiefly in manufactured goods valued at £1,871,782, the value for the previous year being £699,755. The United States had about the same relative increase in this class, rising from £1,130,786 in 1919 to £2,188,832 in 1920. The total in all classes of goods from this country increased in value in the five-year period 1916-20 from £1,296,463 to £3,474,007. In spite of the steady increases in value since 1916 in the total imports from the United States, a large number of items show a decrease in the quantity imported. The principal items showing this decrease were: ham and bacon, beef and pork, bricks, cement, cheese, flour, pulse, lard, condensed milk, soap, paints and colours. Increases occurred in the following items: bags and sacks (empty), blacking and polishes, butter and butter substitutes, motor cars, coal and coke, cotton piece goods, fish (canned), farinaceous preparations, canned meats, edible oils, paint oil, tea, tobacco (unmanufactured), wood (undressed). Canada had an increase of about 15 per cent in the value of foodstuffs, a decline of £8,384 in raw materials—chiefly in undressed timber—and an increase of £49,338 in manufactured goods, as compared with 1919.

The figures hereunder give the total value of the imports from Canada in the last five years:—

Year	Total Value of Imports
1916	£ 513,313
1917	747,816
1918	804,005
1919	1,061,826
1920	1,252,099

IMPORTS BY ARTICLES

Flour.—The quantity of flour imported last year, though above the average, was less than in 1919 by 23,521 bags. The decline was chiefly in Canadian flour. Now that flour is on the free list in Trinidad, and a decline in price taking place, there will no doubt result an increased consumption and also an increased demand for flour generally.

Fish.—Attention has been called in other reports to the steady decline in the demand for imported fish. Last year there was a slight recovery, 7,329,423 pounds having been imported—the largest quantity in the five-year period 1916-20. However, compared with the quantity imported fifteen years ago, an appreciable decline is apparent, amounting to not far from 20 per cent.

Condensed Milk.—A marked increase is shown in the quantity of condensed milk imported in 1920. The figure has increased about four-fold in the last few years. No doubt 1920 is a record year. The bulk of this milk, as shown in the statistics, came from Canada. In recent years the United States had the greatest part of the trade.

Cement.—More cement was imported in 1920 than in any recent year except 1917. For some time past the United States had most of the trade, but last year more than half came from the United Kingdom and the balance from Canada and the United States.

Boots, Shoes and Slippers.—There was a substantial increase in the quantity of boots, shoes and slippers imported, though in view of the population the quantity seems small. Nearly two-thirds of this import was from the United States. For the first time for some years a fair quantity came from Canada (3,528 dozen pairs), and also a gain was made in the imports from the United Kingdom. Before the war the bulk of the import came from the United Kingdom and the continent. It is stated in the trade that English shapes and styles in boots and shoes appeal more to West Indians than either American or Canadian, and that English prices are lower and are also favoured both by the tariff preference and the rate of exchange.

Butter and Butter Substitutes.—The quantity of butter and butter substitutes imported was less than in 1916, but rather more than in the three succeeding years.

About one-half of the import last year came from the United States and a substantial quantity from Denmark. Canada was third in order with 82,114 pounds to her credit. In oleomargarine the supply was from the United States and the United Kingdom, a small quantity (1,232 pounds) coming from Canada. In 1917 the first import of oleo was made from Canada. In view of the tariff preference and favourable exchange, it is rather surprising that Canada does not supply more dairy products.

Cheese.—In cheese, however, the case is rather better, as the quantity coming from Canada is more than half the total. The figure for 1920 was a great improvement over the previous four years and exceeded the average import before the war by a considerable margin.

Cordage and Twine.—For the first time the quantity of cordage and twine by pounds weight was shown in the imports. The value for the year was in excess of any recent year. The imports in order of quantity were from Canada, the United Kingdom, and the United States, but in order of value Canada stood in the third place. The increases from Canada both in quantity and value during the last few years have been very noticeable. The average of the import for the four previous years was £4,425 as against £10,247 for last year.

Motor Cars, Cycles and Parts.—Last year 624 motor cars and trucks were imported valuing £174,004, which were record figures. Nearly all these came from the United States. For the first time a small import (£1,078) appeared from Canada. Probably up to the present time some 2,500 cars and trucks in all have been imported into Trinidad. Canada supplied in parts of motor cars and vehicles to the value of £467. Germany is credited also with a small amount (£112) for "parts."

The following statement will summarize the value of the import of carriages, carts, motor vehicles, cycles and parts:—

Railway rolling stock	£ 28,173	Bicycles	£ 8,234
Motor cars and lorries	174,004	Other carriages	5,817
Motor cycles	2,007	Carriage and motor car parts	85,861

Hardware and Machinery.—A large increase is seen in the value of hardware imported, rising from £52,977 in 1916 to £296,174 last year. About double the value came from Canada as compared with 1919, and a large increase in the case of the United States, but the most notable increase was from the United Kingdom. Machinery also made a sensational advance, being about four times the average value of the import since 1916. The value given was £1,078,012, of which £755,921 was from the United States and the remainder from the United Kingdom, except a relatively small import from Canada. The largest item under machinery was for mining purposes and the next largest for the sugar industry.

CONDITIONS IN THE DRY GOODS TRADE

At the beginning of the year under review stocks in nearly all lines were in fair supply. Prices were then at about the peak, and large numbers of orders that had been placed had not yet been filled. Commercial travellers during the early months reported business good. Deliveries were taken from two to six months, and at the end of the year many deferred orders were coming in and firms found themselves very much overstocked, particularly in the dry goods trade. The supply in nearly all lines of dry goods came from the United Kingdom and the United States. Canadian dry goods that found a market during the year were confined chiefly to underclothing, boots and shoes, neckties, and various small lines of dress goods and haberdashery. Some German goods were offered, but no direct representative of a German house has yet been seen in the island, the orders solicited being through English and American jobbing houses.

REMARKS ON THE IMPORTS FROM CANADA

The statement printed hereunder shows that in a large number of items an increase in quantity and value has been made in the imports from Canada. Bags and sacks, trunks and valises show considerable increase, and there was a large increase

also in the import of beer and ale. The figures for biscuit and bread have about doubled, and there appears to be a favourable market here for increases along these lines. It is stated that the Canadian biscuit is of a different type from the English, which is the most popular in the market, and that the former does not possess the crispness of the English biscuit nor does it retain the crispness so long. The English container is air-tight and is better than those used in the United States or Canada. Another reason for the English biscuit holding the market is that some few varieties which are put up equally by all English firms are better known than Canadian or American. In dry and wet salted fish there was also a greater increase than in any other year since 1916. Canadian flour, though less in quantity than in 1919, was more than in any other year of the five-year period. The quantity of oats imported, though less than in 1916, was also greater than in any of the other years. The same applies to beans and peas, pickled meat, lard, bacon and ham, and paints and colours. There was a falling off, however, in rough lumber, oils of all kinds, matches, and cattle food.

STATEMENT SHOWING THE QUANTITY AND VALUE OF THE PRINCIPAL ARTICLES IMPORTED FROM CANADA INTO BARBADOS IN 1919 AND 1920

Articles	Quantity 1919	Value 1919	Quantity 1920	Value 1920
Bags and sacks (empty) .. ..doz.	3,085	£ 1,928	7,471	£ 4,498
Bags and trunks..	......	1,376	......	4,479
Beer and ale.. .. ..galls.	6,290	480	39,843	5,893
Biscuits, bread and cakes.. .. ..lb	41,932	2,485	105,207	5,077
Boots and shoes.. .. .. ..doz. prs.	454	1,659	3,528	7,582
Brooms and brushes.. .. .. ..doz	1,502	1,464	2,034	2,183
Butter and butter substitutes.. ..lb	71,270	9,227	82,346	12,431
Cattle and other animal food.. ..	1,256,650	10,165	806,645	7,380
Cement .. .. ..brls of 400 lb.	9,216	8,469	6,552	7,166
Cheese.. .. ..lb.	37,258	2,689	95,084	6,842
Chemicals..	......	933	......	1,634
Coal and coke.. .. ..tons	......	......	2,515	4,585
Cordage and twine.. .. ..lb.	......	5,413	264,665	13,375
Fish—				
Canned or preserved .. .. ..lb.	175,815	7,250	248,960	10,247
Dried, salted or smoked.. ...lb	5,071,510	135,999	5,901,895	161,115
Glass and glassware..	......	678	......	6,138
Grain, flour and preparations thereof—				
Grain—Oats.. .. ..lb.	4,069,750	27,655	7,298,405	63,141
Flour.. .. .. ..bags of 196 lb.	267,484	675,264	241,149	681,541
Pulse,—peas and beans.. .. ..lb.	256,005	3,648	1,372,854	24,092
Hardware	......	5,178	......	11,107
India rubber and gutta percha manufactures..	......	9,876	......	6,289
Lard and lard substitutes.. .. ..lb.	384	24	124,021	7,713
Machinery..	......	270	......	9,174
Manure..	......	6,518	......	1,863
Matches.. .. .. ..gross of boxes	13,750	2,906	12,870	1,794
Meat—				
Beef or pork, pickled or salted, lb	58,165	1,163	100,875	3,160
Smoked or cured bacon and hams .. ..lb.	20,871	1,864	31,380	3,395
Other kinds.. .. ..lb.	......	......	44,246	2,202
Medicines and drugs..	......	1,707	......	2,921
Metal manufactures	......	4,912	......	21,726
Milk, condensed, or otherwise preserved.. .. ..Cases of 48 lb.	4,120	8,345	105,060	35,825
Oil—all kinds.. .. ..gall	7,917	3,375	3,551	2,487
Paints and colours.. .. .. ..lb.	267,068	6,423	207,844	9,278
Paper manufactures	......	6,806	......	16,540
Soap—common.. .. ..lb.	1,000	26	2,238	77
Spirits .. ..gall.	3,273	2,638	5,742	6,608
Vegetables—fresh..	......	18,488	......	15,318
Wood and Timber—				
Unmanufactured—				
Undressed.. .. .. ..sup. ft.	1,365,943	21,524	656,789	10,975
Dressed.. .. .. ..sup. ft.	1,028,070	14,162	566,614	13,062
Shooks and staves	......	2,661	......	2,079
Manufactured and other kinds..	......	2,148	......	8,914
Other articles..	......	45,140	......	35,976

THE REPUBLIC OF URUGUAY AS A FIELD FOR EXPORTS

Trade Commissioner B. S. Webb

Part II

URUGUAY'S FOREIGN TRADE

The foreign trade of the Republic consists of the exchange of meat and meat products for textiles, foodstuffs and all kinds of manufactured goods. With exports valued at $116,050,000 and imports valued at $68,884,000, the total foreign trade during 1918 amounted to $184,935,000. A statement of the real commercial values of imports and exports since 1913 is given below, the par value of the Uruguayan peso being $1·035 Canadian:

Year	Imports $ Uruguayan	Exports $ Uruguayan	Total foreign trade $ Uruguayan
1913	50,352,000	68,496,000	118,848,000
1914	37,234,000	58,248,000	95,483,000
1915	40,600,000	73,301,000	113,901,000
1916	52,900,000	73,870,000	126,770,000
1917	66,573,000	103,456,000	170,029,000
1918	68,400,000	116,050,000	184,450,000

The above figures relate to the commercial values of the goods and cannot therefore, in view of the rise in commodity prices experienced since 1913, be used as expressions of quantity. With a population of one million and a half the foreign trade of Uruguay represents a per capita trade of $122 per annum.

EXPORTS

The exports consist almost entirely of frozen meat, meat products, wool, hides, etc., these commodities comprising 95 per cent of the total exportation. Meat and meat extracts are shipped on a large scale to the United Kingdom, France and the United States; hides to the United States, Spain, Italy, and the United Kingdom. The United States has been a heavy purchaser of wool, but exports to this country have fallen off recently. Total exports to the United Kingdom during 1918 were valued at 25 million dollars, the United States, Spain and France being the Republic's next best customers with purchases valued at 23, 20 and 19 million dollars respectively. A statement of the principal commodities exported from Uruguay is given below:—

EXPORTS OF URUGUAY

	1915 $ Uruguayan	1916 $ Uruguayan	1917 $ Uruguayan	1918 $ Uruguayan
Meat and meat extracts	30,333,000	26,568,000	33,543,000	41,667,000
Wool	20,089,000	22,632,000	38,442,000	34,606,000
Hides	16,749,000	17,986,000	23,167,000	27,255,000
Tallow and lard	1,533,000	1,016,000	3,934,000	5,591,000
Hair	277,000	196,000	283,000	146,000
Bones	28,000	37,000	60,000	26,000
Animal by-products	415,000	201,000	166,000	87,000
Agricultural products	826,000	1,494,000	218,000	3,945,000

IMPORTS

Uruguay provides a steady market for foodstuffs, textiles, wood and wood products, agricultural implements and machinery, chemical products, and manufactured articles of all kinds. It is described as a steady market because its requirements do not vary considerably from year to year and, while the tendency is naturally towards an increase in quantities, the expansion of the market is comparatively slow

and in keeping with the natural increase of a population which is not being augmented to any considerable extent by immigration. During the boom years immediately preceding the war, imports were on a largely increased scale, but they have since declined and the Republic's requirements are substantially the same to-day as they were ten years ago. The volume of imports into the Republic during recent years is accurately indicated by the official values assigned to importations. The official values have not been changed for many years and can therefore be used as indications of quantities, whilst the real or commercial values, on the other hand, represent the actual commercial value of the goods at the time received. The quantities of goods imported since 1907 are shown in the following statement of official values of importations from that year onwards.

1907	$37,470,000	1911	$44,798,000	1915	$34,979,000
1908	37,456,000	1912	49,788,000	1916	35,280,000
1909	36,944,000	1913	50,352,000	1917	37,212,000
1910	40,814,000	1914	37,234,000	1918	38,290,000

Amongst the classes of commodities imported, foodstuffs and textiles predominate; wood and wood products account for some 8 per cent of the total, paper and cardboard not being included in this category. The item "hardware" includes not only machinery of all kinds but also paper, paint, gasolene, etc., whilst sewing machines, typewriters and printing machines are classed as "raw materials."

Taking 1917 as an average year, the real or commercial values of the several classes of commodities imported are:—

	$ Uruguayan
Foodstuffs	20,140,639
Raw materials	19,100,741
Hardware	11,316,620
Textiles	8,485,820
Building materials	2,778,381
Live stock	1,733,290
Electrical material	800,276
Drugs and chemicals	649,117
Leather and leather goods	516,165
Jewellery	233,096
Furniture and upholstery	206,449
Perfumery	175,844
Musical instruments	133,755
	66,270,193

English manufacturers formerly had the largest share of the trade of this republic. A number of old-established importing houses acted as outposts for the British manufacturer and distributed his goods throughout the republic through carefully built-up selling organizations. For some few years before the war British trade began to lose ground in face of American and German competition, and possibly as a result of the employment of conservative methods and inability to adapt itself to changing conditions. During the war period most of the trade passed into the hands of United States manufacturers, the present position being that, while most of the older British houses still exist, they do not handle the same quantities of British goods as formerly. German manufacturers are just recommencing to offer machinery, sanitary-ware, and electrical goods at low prices, and American manufacturers appear to be well established and apparently determined to retain their hold on the market. The participation of the various exporting countries in the trade of Uruguay is shown in the following table of imports, by countries, in values and corresponding percentages. During the period comprised between 1915 and 1918, Great Britain's share of the total has fallen from 24 per cent to 16 per cent, while United States participation has increased in an almost exactly inverse ratio.

URUGUAYAN TRADE: IMPORTS BY COUNTRIES

Years	Great Britain $	%	U. S. A. $	%	Germany $	%	Spain $	%	France $	%
1911-15..	10,688,012	24	6,389,753	15	5,490,487	12	2,342,692	5	3,306,089	7
1913..	12,313,504	24	6,418,442	13	7,811,135	15	2,318,620	4	4,099,147	8
1914..	8,919,316	24	6,618,818	18	3,175,809	8	2,695,311	7	2,659,916	7
1915..	6,851,113	20	7,270,986	21	749,375	2	2,276,857	6	1,635,143	5
1916..	7,066,941	20	8,905,517	25	249,058	0·71	2,516,744	7	1,699,727	5
1917..	6,821,532	18	10,585,825	28	102,628	0·28	2,551,055	7	1,374,302	4
1918..	11,622,123	16	16,450,135	24	37,284	0·06	4,339,880	6	2,261,140	3

TRADE WITH CANADA

The value of Canadian exports to Uruguay is not clearly shown in the Uruguayan Customs statistics, but according to the figures of the Dominion Bureau of Statistics they were, prior to 1918, almost nominal in value. From that year on to 1921 they rose in value to one million dollars per annum. Canadian participation in Uruguayan trade therefore amounts to a little less than 2 per cent of the total. This is not a very large percentage, and it is one which could be substantially increased without any very great effort on the part of the manufacturers concerned. It appears that the Uruguayan market does not receive attention commensurate with its importance, being overshadowed to a certain extent by its big neighbours, Argentina and Brazil. It is a common practice amongst Argentine manufacturers' agents to claim that the Uruguayan market can satisfactorily be covered from Buenos Aires, but this is not the case, as Montevideo importing houses undoubtedly prefer to do business with a resident local agent rather than with a man who comes over once in a while from the city of Buenos Aires. Uruguay should therefore be treated as a market separate and distinct from Argentina. Exports from Canadian ports to Montevideo, from January, 1920, to date, are represented by the following items. In addition to the items enumerated certain quantities of Canadian-made goods which cannot be specified have been shipped from New York.

Spruce, lumber..	(pieces)	9,000,000	Barbed wire..	(rolls)	350
White pine	"	8,000	Automobiles..	(units)	34
Oak..	"	5,000	Biscuits..	(cases)	20
Newsprint..	(rolls)	1,800	Chocolates..	"	21
Agricultural implements...	(cases	384	Enamelware..	"	3
Whisky..	"	701	Rubber goods..	"	160
Malt..	(bags)	4,000			

Canadian Government Merchant Marine steamers call at Montevideo at regular intervals, and exporters have also at their disposition the excellent foreign trade service offered by the Royal Bank of Canada, a branch of this bank having been established at Montevideo. The manager of the branch is of the opinion that Canadian exporters should quote in Canadian currency whenever possible. Uruguayan importers are aware of the discount on Canadian funds in New York, and when a quotation from Canada is received in American currency it creates the impression that the manufacturer is making an extra profit on exchange. Of course most manufacturers when asking for payment in American funds make the corresponding reduction so that prices may make a better showing in comparison with American prices than they would do if figured in Canadian, but there can be no doubt that importers do prefer quotations in Canadian dollars even if prices appear to be higher than they really are with cost of exchange included.

PRESENT COMMERCIAL CONDITIONS

The present commercial conditions in Uruguay are similar to those obtaining in other South American republics. During the war period Uruguayan produce was in great demand at high prices, and the country experienced a prosperity which expressed itself in a boom of post-armistice buying, during which importers pur-

chased largely in excess of requirements. When the American exchange moved against the Republic large quantities of goods, ordered when the dollar was at par, had to be paid for in a currency at a heavy premium, causing a heavy increase in commodity prices. The local demand fell away almost simultaneously and has not yet recovered, leaving importers with heavy stocks on hand, some of which will be sold at a loss. Rejected American goods valued at $6,000,000 were at one time lying in the Customs warehouses, but many importers have taken delivery of their consignments, and stocks of rejected goods are now considerably reduced. The number and importance of commercial failures consequent on the rapidly changing commercial conditions has been surprisingly small, and the fact seems to justify the often heard expressions of opinion regarding the stability of Montevidean business houses. American exchange is now at a premium of some 50 per cent, at which level business in all but the most essential commodities is almost impossible. Canadian dollars are cheaper but, even so, a premium of 35 per cent is a heavy handicap. Sterling exchange is at a premium of 20 per cent. The produce of the country is being exported on a smaller scale and at reduced prices. Importers complain of an almost total absence of demand, but the business of the country is on a sound basis and improvement can only be a matter of a comparatively short time.

NOTES ON IMPORTS

Foodstuffs.—Under the heading of foodstuffs refined sugar figures as being imported to the extent of 22,000 tons per annum. From the United States 11,000 tons were imported during 1917, most of the remainder having come from Brazil. Imports of dried codfish, canned salmon, and condensed milk are on a very small scale. Biscuits to the value of $15,000 were imported from Great Britain and Argentina. Apples are classified with peaches for customs purposes and are imported to the extent of $30,000 per annum. In general the importation of those foodstuffs which Canada can supply is small.

Lumber.—Pitch pine is the lumber most extensively imported and most widely used for constructional and general purposes. The quantities of spruce imported were negligible until recently, when 9,000,000 pieces were brought down from Canada. During the year, 3,634,000 square metres of lumber were imported, 2,194,000 pieces of 1½-inch by 2½ inch, and 830 fencing posts. Inquiry was made regarding Canadian lumber by an importer who is of the opinion that, with cheap freight rates from Canadian ports, it should be possible to place larger quantities of Canadian spruce and white pine.

Paper and Pulp.—Paper imports for the year 1920 consist of 3,363 tons of roll news, 1,170 tons of flat news, 1,000 tons of printing paper, 173 tons of wrapping paper, and 73 tons of blotting. The market consumes during an average year 3,500 tons of flat news and a somewhat larger quantity of roll news. A large percentage of the roll news comes from Canada, but practically all the flat news is supplied by the United States. The paper trade has been severely affected by the rise in American exchange, and collections are giving rise to some little trouble. One bank has unaccepted drafts in hand covering consignments of paper to the value of $50,000. Settlements have been made in some cases on the basis of halving the extra cost of remittances, and in other cases payments have been made in Uruguayan currency at an agreed rate of exchange, leaving the remittance of funds to the manufacturer in the hands of his local representative. Mechanical and sulphite pulp were imported to the extent of 672 tons during 1917; it is brought in to the order of the Compañia Nacional de Papeles, whose yearly requirements average 1,500 tons.

Cement.—Most of the cement used in the country is made in a local factory, but certain quantities, averaging 5,000 tons per year, are imported. Great Britain and Sweden supply most of the demand, relatively small quantities being imported from the United States. If English cement can be sold in Uruguay, Canadian cement

should also be able to compete, as it is able to meet British and American competition in Argentina, where exchange conditions are about equal. At present there are no signs of extensive public works being undertaken such as would entail an increased consumption of cement.

Iron and Steel.—Merchant bars, steels, rails, joists, etc., were imported, principally from the United States, to the extent of 11,470 tons. This figure is somewhat higher than usual, and importation under this head is more likely to diminish than increase. Building operations are not being carried on to any considerable extent, and inquiry amongst the railway and street car companies discloses the fact that extensions of the systems are not contemplated at present. An interesting item is that relating to the importation of 680 tons of steel joists from Argentina. Structural steel is rolled in Buenos Aires by the Compañia Argentina de Hierros y Aceros, Limited (Pedro Vasena).

Considerable quantities of cast-iron piping are imported together with smaller quantities of galvanized iron piping. Last year's imports amount to 3,600 tons and 450 tons respectively. The Montevideo Gas Company has received a quantity of gas piping from Canada; the shipment gave satisfaction, and the manager advises that the head office in London will always be pleased to receive quotations from Canadian manufacturers. The requirements of course are extensive and varied, and can only be described as those of a company supplying a city of 378,000 inhabitants with gas. The Montevideo Waterworks Company, Limited, also purchase quantities of piping, and an approximate statement of the company's annual requirements is appended:—

	Yards
Galvanized Iron (or Steel) Piping. (English thread)—	
Various diameters, ½″ to 2″	10/15,000
Cast Iron Rain Water Pipes—	
4″ x 6′, regulation weight as per Municipal Statutes, 16 to 17 kilos per pipe	800/1,000
Cast Iron Soil Pipes—	
2″ x 6′, regulation weight as per Municipal Statutes, 26 to 18 kilos per pipe	600/700
4″ x 6′, regulation weight as per Municipal Statutes, 27 to 29 kilos per pipe	800/900
Cast Iron Drain Pipes, 3-8″ Metal—	
4″ x 6′, regulation weight as per Municipal Statutes, 50 to 55 kilos per pipe	100/150
Cast Iron Piping for Water Mains—	
Coated with Angus Smith's solution and tested to 400 lb. per square inch, turned and bored and/or spigot and socket.	
3″ x 9′ to 12′—weight per metre 24·800 kilos	8/10,000
4″ x 9′ to 12′ " " " 32·800 "	8/10,000
5″ x 9′ to 12′ " " " 45·500 "	8/10,000
7″ x 9′ to 12′ " " " 62·000 "	8/10,000

Motor Cars, Tires, and Accessories.—Montevideo has been referred to as a heavily "over-carred" city, and it certainly does present the appearance of being so. A large number of handsome cars, mostly of American make, ply the streets for hire to the entire exclusion of horse-drawn vehicles. Some 4,138 cars were imported during 1920, but a number of these are still lying in the customs warehouses, the actual number, according to authoritative opinion, being in the neighbourhood of 500. Nearly every well-known make of American car is stocked in Montevideo. That something in the nature of a small boom has occurred in the automobile business is evident from the rapid increase in the numbers imported. The figures are:—

1915	183	1919	1,662
1916	651	1920	4,138
1917	1,958		

Figures relating to the import of rubber tires are not available, but most of the well-known American makes are stocked either by branches of the factory or by local agents. About 160 cases of Canadian-made tires were imported during 1920-21. Stocks of automobiles, tires, and accessories are heavy enough to last for a considerable time, and new business in these lines cannot be expected until present stocks are reduced.

Sanitary-ware.—Imports of sanitary-ware are not on a very large scale and come principally from Great Britain. Sanitary supplies of German origin are now being offered at exceptionally low prices. The largest importer of sanitary-ware is the Montevideo Waterworks Company, Limited, which imports all kinds of sanitary-ware and bathroom fittings for sale to the public. Bath tubs, kitchen sinks, nickel-plated fittings, brass valves, faucets, toilet cabinets, etc., are stocked. Supplies are obtained principally from England and the United States, but if Canadian manufacturers can supply any of these articles their quotations will be gladly received and carefully considered; they should be addressed to the company's buying office at 52 Moorgate street, London, E.C. 2, and should be accompanied by illustrated catalogues whenever possible.

Machinery.—United States manufacturers supply most of the Republic's requirements in industrial machinery, which was brought in during 1917 to the value of $668,000 gold. The item includes imports of locomotives, woodworking machinery, steam engines and boilers, milling machinery, refrigerating machinery, and machinery used in the manufacture of soap, aerated waters, and cement. The quantities of ploughs and agricultural machinery are not large, amounting to a value of $130,000 per annum. Certain small quantities come from Canada, but most of the trade belongs to American manufacturers. Two hundred and twenty-seven windmills of American and British manufacture were imported during 1920. One of the leading general stores is carrying a line of Canadian agricultural implements, and a shovel made in Hamilton was described as a very good article.

COMMODITIES WHICH CANADA COULD SUPPLY

Commodities imported on a relatively large scale from the United States and which could be supplied by Canadian manufacturers are listed below:—

Cotton duck	yards	134,000	Agricultural machinery	$ gold	227,000
Cement	tons	5,303	Black varnished wire	tons	1,748
Lumber	square metres	3,000,000	Galvanized wire	"	7,150
Wrapping paper	tons	173	Paints in paste	"	638
Printing paper	"	1,000	Prepared paints	"	363
Roll, news	"	3,633	White lead	"	138
Flat, news	"	1,970	Canned goods	"	200
Automobiles	units	4,138	Biscuits	"	56
Wrought or cast iron piping	tons	3,600	Bolts, screws, etc.	"	460
Galvanized iron piping	"	450	Sewing machines	units	8,500
Merchant bars, rails, hoists, etc.	"	11,470	Caustic soda	tons	1,020
Galvanized corrugated sheets	"	6,412	Binder twine	"	1,120
Industrial machinery	$ gold	768,000	Malt	"	2,731

GERMAN COMPETITION IN SPAIN

According to statements in the Spanish press, it is expected that Germans will shortly invade the market with auto accessories and spare parts. Electrical accessories especially will be sold by the Germans at advantage, as through the possession of Silesian mines they will be able to produce the necessary ingredients cheaply and of good quality. Through contact with Bohemia the Germans will be helped in the manufacture of porcelain, which will enable them to offer spark plugs at low prices.

NEW CHINESE FACTORIES

Among the industrial enterprises in China, says the London *Times Trade Supplement,* are cotton spinning and weaving mills, flour, bean, and oil mills, iron and steel works and smelting plants for antimony, zinc, and other ores, silk filatures, match, soap, candle, and cigarette factories, distilleries, breweries, and aerated water factories, canneries and albumen factories, shipbuilding and engineering works, cement works, and paper mills. The greatest increase during the past two years has been in the following:—Cotton and flour mills, match, glass, and carpet factories. The following new enterprises have recently been started:—Machine-driven hosiery factories, beet and cane sugar refineries, rubber and paint factories, electroplating works, woollen spinning and weaving mills, biscuit and jam factories, button, umbrella, and toy factories.

THE CUBAN MARKET FOR CERTAIN CANADIAN PRODUCTS

J. L. Gonzalez Hoyuela, Office of the Canadian Trade Commissioner

Havana, Cuba, November 15, 1921.—*Codfish.*—The arrival in this market of 5,000 or 6,000 cases of Norwegian cod, and of a rather heavy shipment of some 3,000 cases from Canada, has had a demoralizing influence on the ruling prices. From Canada comes an average of from 1,000 to 2,000 cases weekly. Norwegian codfish is being sold at from $10 to $11 per case c.i.f. Havana, while Canada has maintained her price for cod of $9 and $9.50 per case.

These prices make competition with Norwegian cod very difficult, as there should be a broader margin of say $1.50 or $2 per case. Merchants here are of the opinion that, in order to assure this market for Canada and facilitate competition with Norwegian fish, Canadian dealers and exporters of codfish should return to their pre-war prices.

Wheat Flour.—Canadian flour is being sold at present in this market in preference to American flour, one of the principal reasons being that, grade for grade, it is about one dollar cheaper in price than American flour. Canadian flour is being sold at $7.40 per sack of 203 pounds, first patent or 95 per cent, while a similar grade called "spring wheat" is being quoted by American mills at from $8.40 to $8.60 per sack. In first-grade flours, almost the whole consumption here at present is of Canadian flour. There are imports of cheaper grades of American flour from Texas, including a quality known as "clear," quoted at from $5.75 to $6 per sack.

Hay and Oats.—There are large stocks in the Cuban market at present. Canadian white oats No. 3 is being quoted at 59 cents, and American white oats is quoted at 46 cents, which makes any transactions in this article almost impossible.

Potatoes.—The importations during the last fortnight have been above normal. However, the market has not been affected, the demand being very great and the quality of late arrivals showing a marked improvement. Prices have held very firmly. Quotations from the north are slightly higher, owing no doubt to extra charges for heating. New Brunswick prices range from $4 to $4.20 per sack of 180 pounds and $4.50 to $5 per barrel. Virginia potatoes (second crop) are now being freely offered for immediate shipment at $4.70 per barrel, and European potatoes, from Ireland, Norway, Denmark and Holland, at prices around $2 per cwt. delivered Havana. The offering of European potatoes may have a depressing effect on the market.

AUSTRALIAN COMMONWEALTH GOVERNMENT'S FLEET OF STEAMERS

Trade Commissioner D. H. Ross

Melbourne, Australia, October 11, 1921.—The report which appeared in *Weekly Bulletin* No. 900, concerning the fleet of cargo steamers owned and operated by the Commonwealth Government, aroused some interest in Canada, and recently application has been received for particulars relative to the financial results attained, hence for general information authoritative data respecting the line is appended.

The Commonwealth line of steamers at present comprises:—

11 "Austral" steamers (purchased early in the war),
17 Ex-enemy steamers (captured in Australian ports)
10 Australian built steamers.

38 steamers of a total dead weight capacity of 262,206 tons.

In addition to the above, the fleet will soon be augmented by five turbine steamers (two have been launched) each of 12,500 tons, now nearing completion in the United Kingdom.

With one exception (an ex-enemy ship of 2,400 tons dead-weight capacity), the sailing vessels and wooden steamers have been sold at considerable sacrifice.

It may be emphasized that the Commonwealth line came into being in 1916, and hence the earnings during the war years placed the fleet upon a strong financial basis. Further, the ex-enemy vessels previous to 1920-21 were operated by the Department of the Navy, and their earnings in the profitable war years were not credited to the Commonwealth line, otherwise the aggregate profits would probably be twice the amount credited, for these steamers were generally larger, and of a more profitable type, than the original "Austral" fleet of 15 ordinary cargo (tramp) carriers.

The Australian built steamers have only comparatively recently been placed in commission, and hence their earnings have not yet figured to any considerable extent in the net results so far attained by the line.

It is stressed that the state-owned steamers have been a powerful factor in reducing the overseas rates of freight, and hence their existence is claimed to be more than justified by the indirect monetary advantage to primary producers competing in the world's markets.

CAPITAL ACCOUNT COMMONWEALTH GOVERNMENT STEAMER

The following authoritative statement indicates the financial position of the Commonwealth Government line of steamers at the end of the fiscal year closed on June 30, 1921:—

Purchase cost of Austral Fleet comprising 15 vessels		£2,052,476 16 11
Purchase and cost of alterations *John Murray, Shandon, Speedway,* and *Samoa*		83,247 8 5
Cost of steamers built in Australia—		
6 vessels completed during 1919-20		1,048,981 3 6
4 vessels completed during 1920-21		773,492 8 5
Amount reimbursed to the line for capital expenditure on permanent alterations and improvements		68,948 6 5
Value of 18 ex-enemy vessels taken in Line's Capital account during 1920-21		909,315 0 0
Capital cost at June 30, 1921		£4,936,461 3 8
Deduct—		
Insurance on lost vessels	£309,014 10 0	
Depreciation and remaining book value of lost vessels written off against profits	908,301 16 2	
Proceeds of sale, and partial loss on sale of vessels, being book value at date of sale	223,269 6 9	
Amount recovered in respect to gun mountings	4,241 1 3	
		£1,444,826 8 2
Book value of fleet at June 30, 1921		£3,491,634 15 6

Profits of the Commonwealth Line

1916-17	£ 327,335 11 5
1917-18	576,164 2 8
1918-19	1,160,034 16 3
1919-20	137,958 14 3
1920-21 (approximate)	101,000 0 0
	£2,302,493 4 7

KARACHI AS A TRADE CENTRE

United States exporters consider Karachi a valuable market for "general merchandise," and their Consulate in that city furthers their efforts to capture it. Cotton piece-goods, hosiery, lightweight underwear, shoes, structural steel, hardware, tools, proprietary articles, and sundries—a term comprising a variety of miscellaneous cheap goods—are in constant request. Karachi has direct railway connection with Northwestern India, and a considerable business as a transhipment point for ports on the Persian gulf. Most Indian exchange banks possess branches in Karachi and district, by means of which British trade may be promoted.

NEW SOUTH WALES STATE FISH TRAWLING INDUSTRY

Mr. B. Millin, Canadian Commercial Agent in Sydney, New South Wales, writes under date October 10, 1921, on the New South Wales fish trawling industry:—

The Government of the State of New South Wales has for the last five years been engaged in a scheme for the trawling and selling of fish, which, although of not very great variety or of special quality, abound in great numbers off the coast of New South Wales.

Up to the end of June, 1920, the project was not a financial success, and the accumulated deficit at that date amounted to the large sum of £106,450.

Although it was generally recognized that one of the immediate effects of the venture was generally to lower the price of fresh fish vended by other dealers, it was also recognized that the increasing deficit shown each succeeding year must be eliminated. The whole business was then reorganized, and it is claimed that the year's operations ending June 30, 1921, showed a favourable result in the shape of a small credit balance, notwithstanding the fact that large increases in wages had to be paid.

Operations were recently commenced in connection with the canning of fish, for which the management expect a large and increasing demand. In 1919-20 fish, in tins or other airtight containers, was imported by this state to the value of £507,798; for the following year the value had decreased to £251,894. This large reduction, however, cannot be placed to the credit of the local canning scheme, as very little of it is yet on the market.

The present low price of fresh meat, which is much lower than it has been for many years owing to the cessation of the meat export trade, must apparently be credited as the cause of the large reduction in the import and sale of canned fish.

PROSPECTING FOR OIL IN AUSTRALIA

Mr. C. Hartlett, office of the Trade Commissioner, Melbourne, writes under date October 31, 1921, that the recent discovery of traces of mineral oil while sinking bores for water in the Northern Territory of Australia has given an impetus to prospecting operations in that section of the Commonwealth. Up to the present 170 licenses to search for oil over an area of about 100,000 square miles have been applied for and granted by the Home and Territories Department which controls the territory.

These licenses cost £10 ($48.67) and are tenable for twelve months. Precautions are taken to ensure that holders do not retain control to the exclusion of genuine prospectors. Progress reports must be furnished every three months, and no guarantee of renewal of the license is given if the Minister for Home and Foreign Territories is not satisfied that reasonable attempts to find oil are being made. As soon as a prospector strikes oil he is given two blocks of forty acres each at a yearly rental of sixpence an acre. The lease must not exceed twenty-one years. Provision is made for the Government to assume control of the oil well in the event of war, and for the prospector to pay to the Government a royalty of £5 per cent on the net value of all crude oil obtained from the land.

The public is now warned by the department against undue optimism regarding the prospects, and that the standing of companies offering stock for sale should be investigated before acceptance.

Several prospecting parties are also engaged in the search for oil areas in the states of Western Australia, South Australia, and Tasmania.

AUSTRALIAN 1921 WHEAT HARVEST

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, October 31, 1921.—Reports received by the Australian Wheat Board indicate that the coming wheat crop in Australia will be a prolific one. The preliminary estimates of the board are as under:—

	Bushels
Victoria	45,000,000
New South Wales	45,000,000
South Australia	35,000,000
Western Australia	12,000,000
Total	137,000,000

It is anticipated that 27,000,000 bushels will be required for domestic consumption, and 10,000,000 bushels will be retained for seeding purposes, thus leaving an exportable surplus of approximately 100,000,000 bushels. The record harvest in Australia was that of 1915-16, which gave a return of 179,065,703 bushels. This was followed by one of 152,420,189 bushels in 1916-17.

THE COMMONWEALTH BANK OF AUSTRALIA

Trade Commissioner D. H. Ross

Melbourne, October 31, 1921.—Probably no other financial institution in the world has had such a unique experience as the Commonwealth (Government) Bank, which came into existence in 1912 without a penny of capital. A temporary advance of £10,000 was made to the bank by the Government, and the latter's responsibility—combined with efficient management—has resulted in the accumulation by the institution of reserves, up to June 30, 1921, of no less than £3,451,364.

The preliminary deficit charges were not adjusted until after the war began, but during the period of seven years it has placed to reserve nearly £3,500,000 (practically working capital), which amount exceeds the capital of the majority of banks in Australia.

The marvellous growth of the Commonwealth Bank from June, 1915, to June, 1921, is aptly illustrated in the following return:—

	Profits	Reserves
June, 1915	£ 25,789	£ 2,222
December, 1915	50,949	53,171
June, 1916	93,898	147,069
December, 1916	153,072	300,141
June, 1917	226,151	526,292
December, 1917	232,659	758,951
June, 1918	317,075	1,076,026
December, 1918	458,271	1,534,297
June, 1919	388,673	1,922,970
December, 1919	440,530	2,363,500
June, 1920	392,604	2,756,104
December, 1920	292,219	3,048,323
June, 1921	403,641	3,451,364

The bank's assets exceed £140,500,000, of which some £58,000,000 is controlled by its note issue department (proprietary banks no longer circulate notes in Australia). Its savings bank deposits on June 20 last were £36,190,389, while other deposits amounted to £34,515,000.

The Commonwealth Bank, in addition to being the banker of the Federal Government, is now also banker of several State Governments, besides enjoying the support of a large commercial and investing clientele.

MARKET FOR FERTILIZERS IN SPAIN

Mineral fertilizers are finding a growing market among the farmers and orchardists in southern Spain, according to reports of the American consuls at Cadiz and Seville. A steady increase is noted in the amount used, and 20,000 tons has been given as an estimate of the probable consumption this year in the Seville district alone. The artificial fertilizers which were used before the war were imported chiefly from Belgium, the Netherlands, Germany and England. During the war an effort was made to establish local manufacture of this commodity, the consequent success being due largely to the added duties placed on all types of fertilizer. Post-war competition is now affecting the local industry, and in order to meet it certain manufacturers are asking an even lower price for their product than that prescribed by the Government.

The principal mineral fertilizer in use is superphosphate of lime, of variable richness, the maximum being from 18 to 20 per cent. Nitrates are also employed to some extent. Sulphate of soda was imported largely from France during 1920, that country furnishing over 200,000 kilos. Experiments, with favourable results, have been made with mixed fertilizers composed of phosphates, ammonia, potash, and organic matter obtained from the refuse of the fish-packing industry, but the price renders this class of fertilizer impracticable for general use. The price also serves to restrict purchases of Chilean nitrates. Organic types constitute a very small proportion of the fertilizers imported into Spain and come almost entirely from the United States. A total of 3,015 kilos of chloride of lime was imported into the Cadiz consular district from England and Germany.

PRICES—RAW MATERIALS

Superphosphates are selling at 16.10 pesetas (1 peseta=$0·1338 at present exchange) per 100 kilos f.o.b. railway at Seville, packing included, for the 16 to 18 per cent quality and 19.40 per 100 kilos for the 18 to 20 per cent quality. This is a marked reduction over the prices quoted last year. Raw materials are now imported principally from the United States and from Algeria. Those used in local factories are produced in the mines located in the Province of Caceres.

TRADE RETURNS OF CHINA FOR 1920

The returns just issued by the Chinese Maritime Customs show that the mercantile imports of the country reached no less a sum than 762,250,000 Hk. taels, equivalent at 6s. 9½d., the average rate of exchange for the year, to £258,900,000. This was as much as £26,360,000 in excess of the similar trade for 1919. It is interesting to note that the British Empire easily took first place as a supplier to China, being credited with as much as 43·9 per cent of the total, which would represent about £113,000,000. Japan took second place with 28·6 per cent, equal to £72,492,000, and America was third with 17·9 per cent, or £46,602,000. This leaves only about 10 per cent for all other countries.

Dealing with the range of commodities covered in the trade, cotton goods stood for one-third of the total, and the importation of metal goods rose to £21,000,000. Paraffin oil purchases were valued at £18,000,000; machinery and cigarettes were each imported to over £7,000,000; and woollen goods to £1,600,000. In regard to the machinery trade, the rapid increase in requirements owing to industrial development may be understood when it is stated that in 1913 the imports did not exceed £1,500,000, the trade growing to £4,700,000 in 1919, and, as stated above, to over £7,000,000 last year. There is a particularly large demand for electrical machinery and machine tools. The increasing inquiry for electrical materials other than machinery is principally satisfied by Japan, America, and Holland. Altogether, the trade outlook of the Republic is particularly bright.

TARIFF CHANGES AND CUSTOMS REGULATIONS

New Preferential Tariff of New Zealand

The following cablegram, received by the High Commissioner of New Zealand and published in the London *Times Trade Supplement* of November 12, may be read as supplemental to the cablegram from Trade Commissioner W. A. Beddoe, Auckland, and published in *Weekly Bulletin* No. 929 (November 21, 1921):—

A feature of the new Customs Tariff is the extension of the system of preference to British Dominions. Under the old tariff 210 headings were subject to a preferential surtax in favour of British Dominions. This number is now increased to 367.

The items on which a preferential tariff has been imposed include maize and cornflour, mustard, salt, surgical instruments, dyes, cotton piece-goods, sewing cottons and threads, bottles and jars, glass roofing tile, cinema films, paperhangings, box, and roofing papers, metals in bars and in sheets, cordage, electric insulating material, insulated cables and wires, gas, electric, and water meters, typewriters, sewing machines, machine and hand tools, ship-chandlery, and roofing materials.

Some of the items formerly free are now dutiable (British rates only quoted)—viz., rubber tires, 15 per cent; kerosene, bezine, and light mineral oils, 1½d. the gallon; linseed oils, 6d. the gallon. Duties on the following are increased (amounts given are new duties): plug tobacco, 4s. 6d., cut 5s., fine cut for cigarettes 10s. the pound; spirits, 36s. per proof gallon; perfumed spirits, 70s. per liquid gallon; printed advertising matter, 6d. per pound; oil engines, 15 per cent; motor vehicles, 15 per cent; basketware and wickerware, 30 per cent.

Items hitherto dutiable and now free include various drugs and chemicals for manufacturing purposes, electric machinery and appliances, except lamps, heating and cooking appliances, gas and oil engines exceeding 100 b.h.p. steam engines (stationary) exceeding 200 b.h.p., sparking plugs, and practically all machinery peculiar to use in any industry. A reduction is to be made next June on British silk piece-goods and lubricating oils.

DEPRECIATED EXCHANGES

The tariff has three columns—namely, British, intermediate, and general. A special duty, varying from 2½ per cent up to 25 per cent, is leviable on goods from countries having depreciated exchanges when the goods concerned compete with the New Zeanland industries or are subject to a preferential surtax in favour of British Dominions.

Germany Again Doubles Paper Currency Duties

Referring to the announcement in *Weekly Bulletin* No. 925, of October 24, 1921, page 684, the following cablegram has been received from the office of the High Commissioner for Canada in London, England: "Germany has doubled the premium by requiring four thousand marks to be paid for each hundred marks gold duty leviable. Took effect twenty-third November."

CANADIAN MANUFACTURERS SHOULD VISIT JAPAN

Miss M. Malabar, office of the Trade Commissioner in Yokohama, Japan, in a communication dated November 1, in which the advisability of Canadian exporters obtaining personal knowledge of the Japanese market is strongly urged, states that a representative of one of the largest Canadian manufacturers has recently visited Japan, and the results of his visit both in the amount of actual business placed, the advantageous connections he has been able to form, and in the insight he has gained into the market conditions prevailing—of which he had a perfectly erroneous impression previous to his visit—have proved so very satisfactory in every way that he has declared his intention of visiting Japan frequently.

SHORT POSTAGE ON OUTGOING FOREIGN MAILS

In the last number of the *Weekly Bulletin*, page 879, attention was drawn by the Trade Commissioner in Yokohama to the fact that considerable mail was being received in Japan from Canada with only sufficient stamps affixed thereon for domestic postage. Since that complaint was published a communication has been received from Mr. W. McL. Clarke, Canadian Trade Commissioner in Milan, Italy, stating that several letters have recently arrived at his office with short postage. (It should be noted that the rate of postage from Canada to Italy has been increased as from the 1st of October, and that 10 cents postage is now required for each letter weighing one ounce and 5 cents for each additional ounce.) The attention of Canadian firms is therefore again specially directed to the summary of rates of postage which is printed below:—

Rates of Postage from 1st October, 1921

Letters

Canada, United States and Mexico, *3 cents for the first ounce; 2 cents for each additional ounce.

Great Britain and all other places within the Empire, *4 cents for the first ounce: 3 cents for each additional ounce.

Other countries, 10 cents for the first ounce; 5 cents for each additional ounce.

Postcards

Canada, Great Britain and all other places within the Empire, United States and Mexico, *2 cents each.

Other countries, 6 cents each.

Canadian Newspapers

Canada, Great Britain and certain other places within the Empire, United States and Mexico, 1 cent per 4 ounces.

Printed Matter

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 2 cents per 2 ounces.

Literature for the Blind

Canada, United States, Mexico and Newfoundland, free.

All other countries, 1 cent per pound.

Commercial Papers

All countries other than Canada, 10 cents for first 10 ounces; 2 cents every additional 2 ounces.

Samples

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 4 cents for first 4 ounces; 2 cents for every additional 2 ounces.

Acknowledgment of Receipt (for Registered Articles Only)

Canada and all other countries, 10 cents if requested at the time of posting of the article; 20 cents if requested after the posting of the article.

*War tax included.

INCORRECTLY AND INSUFFICIENTLY ADDRESSED MAIL MATTER

The following has been received from the Post Office Department.

Whenever delay to, or misdelivery of, a letter occurs, the sender or the addressee is prone to adversely criticize the Post Office. Frequently, however, the delay or misdelivery is due to the carelessness of the public, in failing to properly address the mail matter in question.

During three days this month, 128,300 pieces of incorrectly and insufficiently addressed mail matter were handled at 55 of the larger Post Offices. This is a daily average of 42,800 for the 55 offices, or at the rate of 16,000,000 for a year of 365 days. Think of the number of postal clerks engaged in handling this misdirected mail, who could, if the general public were more careful, be used to give better service in other lines.

Much trouble is due to careless writing, to the use of a pencil in writing the address, and to failure to give the proper street address or to keep mailing lists up to date.

With the Christmas season at hand, bringing immense quantities of mail to be dealt with, it will be necessary that business firms and the public in general adopt more careful methods in the preparation of its mail matter, if the daily average of misdirected mail is not to amount to an overwhelming figure.

In this connection the following points to be observed are pointed out:—

Prepay postage fully;

Address plainly and fully;

Place name and address of sender on all mail matter;

Carefully pack and wrap all articles sent by parcel post, but do not seal the parcels, as sealed parcels are subject to letter rate of postage;

Mail Christmas parcels early;

Insure valuable parcels.

CURRENCY DIFFICULTY IN MAURITIUS

Dr. Laurent, for twenty years a member of the Legislative Council of Mauritius and leader of the largest political party in the island, has submitted a memorial to the Secretary of State for the Colonies calling attention to the serious effect of allowing the value of the local currency to depend on the fluctuations of the Indian rupee, says the London *Times Trade Supplement.* At present, although the Mauritius rupee is legally equivalent to 2s. sterling and exports from Mauritius have always exceeded imports, the Mauritius rupee, owing to the above connection, is quoted in the United Kingdom at 1s. 4d. This quotation is seriously interfering with the placing of orders for goods and machinery in the United Kingdom by Mauritian merchants and planters, who are showing a disposition to transfer their patronage to the Continent, especially to France. In Paris a trading bank, to take advantage of the currency position, has already been formed, partly with Mauritian capital.

PROPOSED ESTABLISHMENT OF PORTLAND CEMENT INDUSTRY IN JAMAICA

The Government of Jamaica is understood to be taking considerable interest in a project for the establishment of a Portland cement industry in the colony. In the event of such a scheme materializing in Jamaica with Government approval the industry may possibly ultimately absorb most of the trade in the West Indies. The Department of Overseas Trade has received a report by a United Kingdom firm of consulting metallurgists on the possibility of establishing such an industry in Jamaica.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to File No. 26137). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of closing	Particulars
34796.	February 1, 1922	Supply and delivery of four motor-driven grinding machines, including accessories, as specified.
34739.	February 15, 1922	Manufacture, supply and delivery of 150 two-position, two-element, track and line relays, as specified.
34740.	February 15, 1922	Manufacture, supply and delivery of 100 three-position line relays, as specified.
34738.	February 22, 1922	Manufacture, supply and delivery of 100 electric signal mechanisms, to drawings and as specified.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING NOVEMBER 30, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending November 30, those for the week ending November 23 are also given for the sake of comparison:—

			Parity	Week ending November 23, 1921	Week ending November 30, 1921
Britain	£	1.00	$4.86	$4.3745	$4.3763
France	Fr.	1.	.193	.0774	.0768
Italy	Lire	1.	.193	.0451	.0455
Holland	Florin	1.	.402	.3893	.3888
Belgium	Fr.	1.	.193	.0750	.0732
Spain	Pes.	1.	.193	.1505	.1520
Portugal	Esc.	1.	1.08	.0930	.0902
Switzerland	Fr.	1.	.193	.2069	.2083
Germany	Mk.	1.	.238	.0039	.0047
Greece	Dr.	1.	.193	.0454	.0448
Norway	Kr.	1.	.268	.1549	.1562
Sweden	Kr.	1.	.268	.2579	.2590
Denmark	Kr.	1.	.268	.2031	.2045
Japan	Yen	1.	.498	.5256	.5248
India	R.	1.	2s.	.2983	.2952
United States	$	1.	$1.00	1.0950	1.0934
Argentina	Pes.	1.	.44	.3599	.3526
Brazil	Mil.	1.	.3245	.1368	.1421
Roumania	Lei	1.	.193	No quotation	No quotation
Jamaica	£	1.	4.86	4.3813	4.3778
Barbados	$	1.	1.		
British Guiana	$	1.	1.		
Trinidad	$	1.	1.		
Dominica	$	1.	1.		
Grenada	$	1.	1.	$.90\frac{1}{2}-.93\frac{3}{8}$	$.90\frac{11}{32}-.93\frac{7}{32}$
St. Kitts	$	1.	1.		
St. Lucia	$	1.	1.		
St. Vincent	$	1.	1.		
Tobago	$	1.	1.		
Shanghai, China	Tael	1.	.631	.8677	.8597
Batavia, Java	Guilder	1.	.402	.3865	.3854
Singapore, Straits Settlements	$	1.	.49	.5064	.5084

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), WINNIPEG AND VANCOUVER; THE CHAMBERS OF COMMERCE AT HAMILTON, ST. CATHARINES, BRANTFORD, LONDON, AND VICTORIA (B.C.); BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, WINNIPEG, AND VANCOUVER; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.)

Foodstuffs

3585. **Groceries and provisions.**—A Glasgow firm of seed and commission agents are willing to take on first-class agency for anything in the way of groceries or provisions.

3586. **Fish.**—A commission merchant in Barbados with good connections and bank references is desirous of receiving shipments of codfish, herrings in brine, dry packed and smoked and also salted salmon. He would be glad to receive consignments of the above, or some of them, in schooner loads, and in return ship consignments of Barbados fancy molasses. Business preferably done with houses in the Maritime Provinces.

3587. **Canned fish.**—A commission merchant and manufacturers' representative in Barbados in excellent standing desires to be put in touch with a Canadian packing house supplying canned fish, including salmon and sardines, the former in upright tins.

3588. **Refined sugar.**—A merchant in Barbados would like to get in touch with a Canadian supplier of refined sugar. Samples and quotations required.

3589. **Packing house products.**—A commission merchant in Barbados with good banking references wishes to obtain a Canadian connection for canned meats, sausages, etc. Special attention will be given to a good house.

3590. **Cereals.**—A manufacturers' representative in good standing wishes to obtain a connection for cornmeal, rolled oats, and other cereals. Good references can be supplied.

3591. **Feedstuffs.**—A manufacturers' agent in Barbados, who is well known to the trade and who can supply bank references, wishes to secure a Canadian connection for general feedstuffs, including oats, hay, bran, pollard and middlings.

3592. **Canned goods.**—A French firm desire to represent Canadian canned salmon, canned lobster, and canned milk manufacturers.

3593. **Wheat and flour.**—A firm of importers in Paris desire to obtain shipment of Canadian wheat and flour (No. 2 Manitoba, No. 2 Red Winter, etc.), for delivery in 1922. Samples and terms References.

3594. **Flour and feed.**—A Belgian import and export house, with Canadian references, desire to extend their business with Canada, already considerable. Import all kinds of grains, flours, offals, all kinds of oil seeds, oils, fats and oilcakes.

3595. **Food products.**—Belgian import and export house would be interested to receive quotations on Canadian food products suitable for Belgian market. References.

Miscellaneous Inquiries

3596. **Pedigree cattle and sheep.**—Well-known firm of live stock salesmen who import live cattle and sheep and dead meat from Canada, can undertake purchase and shipment of pedigree cattle and sheep to Canada, to orders.

3597. **Footwear.**—A Belfast firm of boot manufacturers and wholesale merchants are open to represent, as purchasing and selling agents, Canadian firm or firms manufacturing medium and high-grade men's and women's footwear. Style should resemble British as far as possible. Should sterling exchange improve with reference to Canadian dollars, this firm anticipates a demand in Ireland for Canadian footwear.

3598. **Glass bottles and jars.**—A Glasgow firm of importers of glass bottles and jars will be pleased to receive samples and prices of such goods produced in Canada.

3599. **Straw envelopes.**—A Glasgow firm of importers of straw envelopes will be pleased to received samples and prices of such articles made in Canada.

3600. **Iron and steel products.**—A first-class firm of iron and steel manufacturers and export and import merchants in Glasgow, who have been drawing from the continent considerable supplies of angles, bars, billets, wire rods, wire nails, etc., and wire fencing and barbed wire, and who think there is a possibility in the near future of Canadian material being in a position to compete in price with continental, for this reason would like to get in touch with actual iron and steel makers (both finished and semi-finished product), with a view to handling their products. They wish to act as agents for the import into Britain, but for material destined for foreign countries they handle on a merchant basis.

3601. **Iron and steel.**—A Glasgow firm of importers of iron and steel products will be glad to have quotations for pig iron and steel billets when Canadian manufacturers are in a position to compete in this market.

3602. **Lumber.**—A corporation in Tokyo, Japan, makes inquiry for the following lumber supplies:—(*a*) Douglas fir (merchantable), 200,000 superficial feet, ¼-inch by 12 inches by 12 feet 4 inches; shipment December-January. (*b*) Douglas fir (merchantable), 100,000 superficial feet, 4½ inches by 8 inches and up to 16 inches (increased by 2 inches each time) by 12 feet 4 inches; shipment December-January. (*c*))Douglas fir (merchantable), 50,000 superficial feet, 6 inches by 8 inches and up to 16 inches (increased by 2 inches each time) by 12 feet 4 inches; shipment December-January. (*d*) Hemlock (merchantable), 300,000 superficial feet, 4 inches by 4 inches by 10 feet; shipment January-February. (*e*) Red cedar (Canadian merchantable), 200,000 superficial feet, ¾-inch by 4½ inches by 12 feet 4 inches; shipment December-January. (*f*) Red cedar (Canadian merchantable), 300,000 superficial feet, ¾-inch by 10 inches by 12 feet 4 inches; shipment December-January. (*g*) Red cedar panels (No. 2 clear and better), 200,000 superficial feet, ¼-inch by 12 inches by 6 feet; shipment December-January. (*h*) Red cedar panels (No. 2 clear and better), 200,000 superficial feet, ¼-inch by 12 inches by 6 feet (fourteen pieces to be bundled and tied together with strong hemp).

3603. **Motor car accessories.**—A merchant in Sanfernando, Trinidad, desires to get in touch with Canadian suppliers of motor car accessories.

3604. **Leather.**—A merchant in Sanfernando, Trinidad, wishes to be supplied with Canadian leather.

3605. **Hardware.**—A London engineering company are desirous of handling meat choppers, coffee grinding machines, gas stoves, ice cream freezers and conservators, refrigerators, etc., provided they are given the sole agency or distribution for Great Britain and Ireland.

3606. **Twine.**—A manufacturers' agent in Barbados would like to secure a Canadian agency for twine and requests samples and quotations at once. Best references can be supplied.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From St. John

To LIVERPOOL.—*Bilbster,* Canada Steamship Lines, Ltd., Dec. 7; *Metagama,* Canadian Pacific Steamships, Ltd., Dec. 9; *Empress of France,* Canadian Pacific Steamships, Ltd., Dec. 13; *Canadian Explorer,* Canadian Government Merchant Marine, Dec. 14; *Melita,* Canadian Pacific Steamships, Ltd., Dec. 22.

To LONDON.—*Canadian Trapper,* Canadian Government Merchant Marine, Dec. 7; *Batsford,* Canadian Pacific Steamships, Ltd., Dec. 13; *Comino,* Furness Line, Dec. 15; *Evanger,* Canada Steamship Lines, Ltd., Dec. 19; *Bolingbroke,* Canadian Pacific Steamships, Ltd., Dec. 21; *Hoerda,* Canada Steamship Lines, Ltd., Dec. 29; *Bosworth,* Canadian Pacific Steamships, Ltd., Dec. 30.

To GLASGOW.—*Bothwell.* Canadian Pacific Steamships, Ltd., Dec. 13; *Canadian Aviator,* Canadian Government Merchant Marine, Dec. 17; *Lakonia,* Cunard Line, Dec. 24; *Pretorian,* Canadian Pacific Steamships, Ltd., Dec. 28.

To MANCHESTER.—*Manchester Importer,* Furness, Withy & Co., Dec. 10.

To CARDIFF AND SWANSEA.—*Canadian Navigator,* Canadian Government Merchant Marine, Dec. 13; *Canadian Squatter,* Canadian Government Merchant Marine, Jan. 3.

To BELFAST AND DUBLIN.—*Fanad Head,* Head Line, Dec. 24.

To NAPLES AND GENOA.—*Caserta,* Canadian Pacific Steamships, Ltd., Dec. 16.

To ST. JOHN'S, NFLD.—*Mapledawn,* Canada Steamship Lines, Ltd., Dec. 6.

To SOUTH AFRICA.—*Jebba,* Elder-Dempster & Co., Ltd., Dec. 15.

To SOUTHAMPTON AND ANTWERP.—*Scandinavian,* Canadian Steamships, Ltd., Dec. 24.

To AUSTRALIA AND NEW ZEALAND.—*Wargaratta,* New Zealand Shipping Co., Dec. 20.

To ROTTERDAM AND HAMBURG.—*Ballygally Head,* Head Line, Dec. 28.

To RIO, SANTOS, BUENOS AIRES, AND MONTEVIDEO.—*Hydaspes,* Houston Line, Dec. 30.

From Halifax

To LIVERPOOL.—*Valemore,* Furness, Withy & Co., Dec. 8; *Megantic,* White Star-Dominion Line, Dec. 11; *Canada,* White Star-Dominion Line, Dec. 16.

To GLASGOW.—*Saturnia,* Cunard Line, Dec. 12; *Cassandra,* Anchor-Donaldson Line, Dec. 30.

To PLYMOUTH, CHERBOURG, HAMBURG.—*Saxonia,* Cunard Line, Dec. 10; *Lapland,* White Star-Dominion Line, Dec. 23.

To ST. JOHN'S, NFLD.—*Canadian Miner,* Canadian Government Merchant Marine, Dec. 8 and 22.

To BARBADOS, TRINIDAD AND DEMERARA.—*Canadian Beaver,* Canadian Government Merchant Marine, Dec. 6; *Canadian Logger,* Canadian Government Merchant Marine, Dec. 14; *Canadian Harvester,* Canadian Government Merchant Marine, Dec. 28.

To RIO, SANTOS, MONTEVIDEO AND BUENOS AIRES.—*Canadian Volunteer,* Canadian Government Merchant Marine, Dec. 7; *Canadian Seigneur,* Canadian Government Merchant Marine, Jan. 14.

To NAPLES, GENOA.—*Cretic,* White Star-Dominion Line, Dec. 8.

To LONDON.—*Comino,* Furness, Withy & Co., Dec. 17.

To HULL.—*Wyncote,* Furness, Withy & Co., Dec. 19.

To AUSTRALIA AND NEW ZEALAND PORTS.—*Canadian Spinner,* Canadian Government Merchant Marine, Dec. 28.

From North Sydney

To St. John's (Nfld.).—*Sable I.*, Farquhar & Co., Ltd., Dec. 7, 10; *Kyle*, North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Honolulu, Suva, Auckland, and Sydney.—*Makura*, Canadian-Australasian Royal Mail Line, Dec. 9.

To Auckland, Wellington, Melbourne, Adelaide, Sydney.— *Waikawa*, Canadian-Australasian Royal Mail Line, Dec. 5; *Canadian Skirmisher*, Canadian Government Merchant Marine, Dec. 30.

To New Zealand and Australian Ports.—*Waihemo*, Canadian-Australasian Royal Mail Line, Jan. 10.

To Yokohama, Kobe, Shanghai, and Hong Kong.—*Fushimi Maru*, Nippon Yusen Kaisha, Dec. 20.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Empress of Asia*, Canadian Pacific Steamships, Ltd., Dec. 8; *Manila Maru*, Osaka Shosen Kaisha, Dec. 16; *Ixion*, Blue Funnel Line, Dec. 25.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*City of Spokane*, Admiral Line, Dec. 6; *Empress of Japan*, Canadian Pacific Steamships, Ltd., Dec. 21.

To Calcutta and Bombay.—*Canadian Inventor*, Canadian Government Merchant Marine, Jan. 4.

To Yokohama, Kobe.—*Hakata Maru*, Nippon Yusen Kaisha, Dec. 6; *Tokiwa Maru*, Nippon Yusen Kaisha, Dec. 27.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus*, Blue Funnel Line, Dec. 17.

INDIAN TRADE CONDITIONS

A report on trade conditions in India, dated November 11, 1921, has been received from the Indian Trade Commissioner, London, of which the following is a summary:—

Serious labour troubles both in coal fields and tea plantation areas was recently threatened on account of the rise in price of foodstuffs and also on account of the prevailing general unrest among the masses, resulting from the influence of political agitators. At present, however, labour is quiet. Last year's wheat crop in India was below normal by about 25 per cent, and in the Punjab, especially where the autumn harvest of 1920 and the spring harvest of 1921 were bad, the rise in price has been more keenly felt, and large purchases of wheat from Australia are being negotiated. The jute market is dull and export demand is not keen. Owing to the depreciation of the mark, German demand is almost nil.

GERMAN CREDIT TERMS ON HARVESTING MACHINERY IN SOUTH AFRICA

A German manufacturer of harvesting machinery, in a letter to a large implement house in South Africa, a copy of which has been supplied the Agricultural Implement Division by Consul Lewis V. Boyle, at Durban, and is published in the United States *Commerce Reports*, stipulated the terms of payment at one-half accompanying the order, the balance against shipping documents. This is interesting, in view of the fact that the impression prevails among many American manufacturers that German firms are allowing almost unlimited terms of credit on agricultural implements. The letter intimates that more generous terms may be secured through London or Hamburg export houses, which will deliver the goods at the same prices.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

Argentine Republic.

B. S. Webb, Canadian Government Trade Commissioner, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross, Canadian Government Trade Commissioner. Address for letters—Box 140 G.P.O., Melbourne, Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, Canadian Government Trade Commissioner, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl, Canadian Government Trade Commissioner. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30 Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Canadian Government Trade Commissioner, Bridgetown, Barbados, agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Canadian Government Trade Commissioner, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Canadian Government Trade Commissioner, 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. Cable.. *Address, Cantracom.*

France.

Hercule Barré, Canadian Government Trade Commissioner, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnston, Canadian Government Trade Commissioner, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Canadian Government Trade Commissioner, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, Canadian Government Trade Commissioner, c/o General Post Office, Kingston.

Japan.

A. E. Bryan, Canadian Government Trade Commissioner, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Canadian Government Trade Commissioner, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Canadian Government Trade Commissioner, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, Canadian Government Trade Commissioner, P.O. Box 121, Singapore. *Cable Address, Canadian.*

United Kingdom.

Harrison Watson, Canadian Government Trade Commissioner, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, Canadian Government Trade Commissioner, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Canadian Government Trade Commissioner, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Canadian Government Trade Commissioner, Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, Canadian Government Trade Commissioner, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, Canadian Government Trade Commissioner, 1463 Broadway, New York City. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress, Canadian Government Trade Commissioner. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, Canadian Government Commercial Agent, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Canadian Government Commercial Agent, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Canadian Government Commercial Agent, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W, L. Griffith, Secretary to the Office of the High Commissioner for Canada, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto. Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

(Revised to June 24, 1921)

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* Mail Subsidies and Steamship Subventions.
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Annual Report of Weights and Measures, Electricity and Gas (d).
Canada-West Indies Conference (1920).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Trade between Canada and the British West India Colonies (1920).
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e.)

Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Canada and the British West Indies (1915). (Out of print).
Canada the Country of the Twentieth Century (1915). (Out of print).
Canadian Economic Commission to Siberia (1919).
German War and Its Relation to Canadian Traue (1914).
Handbook for Export to South America (1915).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916).
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade with China and Japan (1914).
Trade of the New Countries of South-east Europe (1921). Price outside Canada, 35 cents).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Toy Making in Canada (1916).
West Africa and Its Opportunities for Canadian Trade (1921). (Price outside Canada, 35 cents).

PUBLICATIONS OF THE BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education. Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director, Weights and Measures Service, Otttawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

Commercial Intelligence Journal

VOL. XXV. December 12, 1921 No. 932

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE SERVICE

CANADA

German Competition in the Argentine Republic
Market for Canadian Wheat and Flour in China
State of the Timber Trade in Manchester District
The Financial and Commercial Situation in Brazil
New Preferential Tariff of the Colony of Dominica
The Market for Industrial Chemicals in Italy
Trade Inquiries for Canned Meats and Provisions; Caustic Soda; Carbonate of Soda; Iron and Steel Materials; Asbestos; Graphite; Fertilizers; Etc.

Published by Authority of the Hon. H. H. Stevens
(*Minister of Trade and Commerce*)

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F. A. ACLAND
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1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa | Monday, December 12, 1921 | No. 932

CANADIAN MANUFACTURERS INVITED TO STATE THEIR PROBLEMS IN EXPORT SHIPMENTS

Any Canadian manufacturers who encounter difficulties in connection with foreign shipments, and particularly in relation to packing, marking, the preparation of documents, or correspondence, are invited to submit their problems to the Director, Commercial Intelligence Service, who will be very glad to assist in their solution.

NEW OFFICES OF THE TRADE COMMISSIONER SERVICE

As the readers of the *Weekly Bulletin* are aware, offices have been recently opened in Singapore, and Kingston (Jamaica), and it is hoped to open an office in Calcutta early in the new year. The attention of Canadian exporters is drawn to these additional offices, as they are all situated in fields which it is believed offer exceptional opportunities for the sale of Canadian commodities.

The Commissioner in Calcutta will have for his field the whole of India and Ceylon; that of the Commissioner in Singapore will be the Straits Settlements, British Borneo, the Netherlands East Indies, Siam, and possibly the Philippine islands. The Kingston office will have supervision over the island of Jamaica, Cuba, and the other countries bordering on the Caribbean sea. Any information which is required in regard to these countries will be very gladly supplied by the various Trade Commissioners, and it is greatly to be hoped that Canadian exporters will not fail to take advantage of their services.

MR. FORSYTH SMITH'S REPORTS ON APPLE MARKET CONDITIONS

The reports from Mr. J. Forsyth Smith, Canadian Trade Commissioner, Liverpool, on Apple Market Conditions in Great Britain and other countries, which have been appearing from time to time in the *Weekly Bulletin,* will in future only be issued in the form of special Apple Supplements. Readers of the *Weekly Bulletin* interested in the fruit trade whose names are not now on the mailing list for these Apple Supplements, may have their names included on application to the Director, Commercial Intelligence Service, Ottawa.

AUSTRALIAN TARIFF PASSES COMMONWEALTH PARLIAMENT

Trade Commissioner D. H. Ross cabled from Melbourne under date of December 9 as follows: "Tariff passed Parliament, now awaiting assent." This is the tariff which was introduced in March, 1920, and which, though it had not received final legislative sanction, has been in effect from that date.

GERMAN COMPETITION IN ARGENTINA

TRADE COMMISSIONER B. S. WEBB

Buenos Aires, November 10, 1921.—During the past few weeks some investigations have been made into the question of German competition in Argentina. As a result of this inquiry, the conclusion has been arrived at that the competition offered by the Germans here has up to now been of a casual nature and is not likely to be sustained in its present intensive form. Some initial successes have been achieved; prices in some cases have been remarkably low and considerable quantities of goods have been delivered, but they have been successes of a doubtful kind, the quality of the goods received having been in many cases execrable and not at all calculated to secure repeat orders. A concrete example may be cited in the most recent tender for public works. This was for 2,700 metres of steel window frames corresponding to 407 windows and 20 doors. The quality and designs of the German material were such that the British manufacturer secured the contract at more than double the price. Three tendered on this contract. The German bid was for $55,911 Canadian, the French for $93,040 Canadian, and the English for $112,605 Canadian. Notwithstanding the fact that the general contractor for the construction of the General Post Office (the public work in question) is practically a German, on the examination of the respective designs and qualities, the adjudicating committee had no option but to award the contract to the English company. Manufacturers will be able to appreciate the quality and finish of recently received German hardware from samples which are being forwarded and which will be placed on exhibition at the Exhibits and Publicity Bureau, Ottawa.

Some two months ago it appeared as though it were going to be impossible for any one to sell goods here in face of German competition, but upon close inquiry into several cases where German manufacturers appeared to have undersold all competitors, it was found that the low prices invariably resulted from one or a combination of unusual factors or circumstances, and the writer has yet to discover a case where a German manufacturer has undertaken to manufacture for export, deliver at stated intervals and at competitive prices, a full line of goods. Amongst the unusual factors above referred to may be mentioned: exchange conditions; liquidation of accumulated stocks; disposal of war material; re-conditioning, for sale as new, of machinery used in munition making; inter-German competition; and freights below cost. Naturally enough the representatives of, or those interested in, German trade do not facilitate information concerning their business, but brief reference is made below to circumstances which appear to indicate that each of these factors has been in play:—

Exchange conditions.—As soon as cheap marks became available, established German houses here purchased large quantities of them and sent buying representatives to Germany to purchase goods with the money and to ship them out here as quickly as possible. In other cases authorized representatives of German manufacturers with disposable capital have purchased quantities of marks at say 90 to the gold dollar, which fact has enabled them to submit exceptionally low prices in Argentine pesos on tenders for Government supplies at a later date when marks were worth 60 to the dollar. In other words, they have applied their profits on mark speculation to reducing the prices of their principals' goods.

Liquidation of accumulated stocks.—The nature of the offers made by representatives of German manufacturers have frequently suggested that liquidation of stocks was in question. A case in point is one where an importer of machinery purchased a large assortment of machinery, including rock crushers, small-sized drills, and large but rough-cast lathes, at prices which, after duties had been paid and delivery taken,

averaged 30 cents Canadian per kilo. (say $300 per ton). A quotation was requested for smaller sizes of the same lathe, and the best prices the German representative could give were slightly higher than those of American manufacturers, indicating that the manufacturer had certain stocks to dispose of but could not make to order.

Disposal of war material.—When an Argentine importer can offer for sale a 6-ton truck at $1,700 and a large 6-ton truck at $2,500, duties paid and delivered from stock, it is obvious that trucks made during the war for war purposes are in question. An importer of these trucks confesses that such is the case.

Reconditioning for sale as new of used machinery.—A 10-horsepower semidiesel horizontal oil engine, offered for sale at $1,480, and a 20-horsepower at $2,100, were examined. The magneto, oilers and accessories were perfectly new, but the cams operating the valve tappets and the gears driving the cam shaft appeared to be pitted and worn respectively. The salesman would not give a guarantee that the engine was new.

Inter-German competition.—When competing on tenders for Government supplies, railway material, etc., individual German tenders have ranged from 30 per cent below the best non-German prices to 60 per cent below. On public tenders a difference of 10 per cent is usually sufficient to secure a contract. In the highly organized industrial Germany of pre-war days such things did not and could not happen. That they happen to-day indicates that German manufacturers are striving after foreign business in keen competition with each other. For example, in a tender for thirteen 5-ton cranes the best Italian quotation was $28,150 Canadian, the best American was $13,150 Canadian, the best British $12,500 Canadian, whilst the three best German were $10,165 Canadian, $8,630 Canadian, and $6,610 Canadian. In other words, allotting a value of 100 to the best British price, three inter-competing German firms quoted 52 per cent, 69 per cent, and 81 per cent respectively of this price, when 90 per cent of it would have been low enough to secure the contract.

Freights below cost.—When the English shipping people were pressed to reduce their rates to something approaching the German level, in order that English manufacturers might have a better chance of making effective competition, the London boards of the companies concerned said that they were fully alive to the position, but as the continental freights were not on a business basis—i.e. that cargo was being carried at less than the cost of freightage—they did not see their way clear to bringing their freights down to the level of the merely temporary continental rates. It is understood that the balance sheets of some of the German shipping companies show heavy losses on last year's working.

MACHINERY PRICES

The following are examples of the prices in Canadian dollars at which German goods have been sold locally from stock, duties paid and delivered.

[Illustrations of the machines described in the subjoined paragraphs have been forwarded to the Department of Trade and Commerce, Ottawa, and may be seen by interested Canadian firms on application to the Director, Commercial Intelligence Service.]

Semidiesel motor with circulating water cooling. Suitable for petrol, mineral oil, gas oil, etc.: 10 h.p., $1,655.55 Can.; 20 h.p., $2,547 Can. (5 per cent discount).

"Grade/Motorwerke," Madgeburg (Germany), gas oil. Approximate prices: 6 h.p., $530.63 Can.; 8/10 h.p., $721.65; 15 h.p., $849; 20 h.p., $1,018.80; 30 h.p., $1,698. (Discount 5 per cent.)

Planer, joiner, tongue and groover, and moulder combined: 12 inches and 19½ inches wide; 1 and 2 h.p. necessary; price $313.55 Can. and $463.09 respectively.

Lathe heads, 10 inches and 12 inches in height; price $95 and $106 Can. respectively.

Horizontal driller, for holes 1½ inches wide and 6 inches deep: $220 Can.

Planer and joiner.—Width of table 15¾ inches: $348 Can.

Planer and moulder, width of table 19½ inches and 23½ inches; price $520 and $560 Can. respectively.

Vertical borer: boring diameter, 1½ inches; vertical feed of spindle, 7½ inches; vertical movement of table, 17¾ inches; spindle to table, max., 22 inches; spindle to base, max., 42 inches; diameter of table, 17 inches; total height, 78 inches. Price $360 Can.

Vertical borer: boring diameter, from ⅝ inch to 1½ inches; $320 Can.

Milk separators (Fried Krupp, Essen), 53 quarts capacity, $42 Can.; 80 quarts capacity, $47; 106 quarts capacity, $52. Delivered Buenos Aires. It is claimed that these prices are 20 per cent below Finnish-made separators.

Cream separators: 57 and 70 quarts per hour. Delivered price $13 Can. as compared with $52 Can. regular Alfa-Laval price. These sizes are too small, and there are 3,000 of them in the port, hence the extraordinarily low price.

Vertical borer (American-made).—Boring diameter, 1¼ inch; vertical feed of spindle, 8 inches; vertical movement of table, 21 inches; spindle to table, max., 29¼ inches; spindle to base, max., 40½ inches; diameter of table, 15 inches; total height, 70 inches. Price $320 Can. This machine is probably being sold at a loss in order to meet competition.

C.I.F. PRICES

Exceptionally low prices have been quoted on fencing wire, brass plate, aluminium plate and zinc plate, and heavy chemicals. Chloride of lime has been quoted at 455 mks. per 100 kilos.; crystal soda, 450 mks. per 100 kilos.; caustic soda, 76 per cent, 1,770 per 100 kilos.; glacial acetic acid, 2,175 mks. per 100 kilos.; and sulphate of aluminium, $7 Argentine gold ($6.75 Canadian) per 100 kilos.

Owing to violently and rapidly changing political and exchange conditions, anything which might have been said or written regarding German competition two months ago would have to be cancelled or reversed to-day. All the foregoing paragraphs relate to conditions ruling during September and October. Deliveries had been going on for some months and had reached their maximum during September, when the Silesian question began to loom large. The mark experienced a heavy depreciation towards the end of September, and since then conditions surrounding German trade have entirely altered. Almost without exception mark quotations were withdrawn and sterling and dollar quotations substituted. It is understood here that that Germany is heavily oversold to the United States and England, and buyers are now doubtful of securing proper delivery of goods ordered. The following are specific instances of rapidly rising German c.i.f. prices, consequent upon the recent depreciation of the mark:—

Cement, per barrel of 180 kilos., c.i.f. Buenos Aires: October 19, 221 mks.; October 29, 450 mks.

Arsenic, per kilo., c.i.f. Buenos Aires: October 15, 15 mks.; October 29, 15 cents United States gold.

Sulphate of copper, 99 per cent, per 100 kilos., c.i.f. Buenos Aires: October 22, 1,490 mks.; October 29, 1,650 mks.

Newsprint prices are now being quoted c.i.f. in Argentine gold pesos at figures some 10 per cent higher than former quotations in marks. Prices per ton are approximately 80 gold pesos, say $79 Canadian or £15 17s. English is selling at £17 10s.

MARKET FOR WHEAT AND FLOUR IN CHINA

Trade Commissioner J. W. Ross

Shanghai, November 10, 1921.—Up to the year 1914 China was a large importer of foreign wheat and flour, and Canada and other flour-producing countries found a favourable market here for this commodity. Due to a number of causes, however, but chiefly to outbreak of the great war and the rapid advance in the cost of imported flour which followed that event, China found herself unable to pay the high prices demanded for a food product of this class. This in itself in a great measure stimulated the cultivation of wheat by Chinese farmers, and also Chinese business men to form companies to erect and install flour mills throughout the country. At an earlier date than the beginning of the war, however—as far back as ten years ago—at the time when opium prohibition came into effect, Chinese farmers had begun the planting of wheat on a considerable scale, and the lands which were previously occupied by a growth of opium have since been utilized for the production of wheat. This, and the good prices received for wheat during the whole period of the war, went far to bring the industry to its present position of importance. The first modern flour mill in China was erected at Wusieh about 1900, and so rapidly has the industry grown that there are at present over fifty mills in operation in China alone, not including those in Manchuria. With the high prices asked for imported flour, the milling business has been so prosperous during the war and since that ten new mills were erected in Shanghai in 1920, and several others at different points throughout the country. Many of these mills are equipped with the latest machinery and are fully up-to-date in every particular. The machinery is practically all of American manufacture.

FLOUR-MILLING INDUSTRY

The flour-milling industry of China proper is entirely confined to the central and northern portions of the country, there being no flour mills in South China. Shanghai is the chief centre of the industry, and this will very likely continue to be the case, shipping facilities being such as to permit the transportation of flour north and south by coasting steamers at all seasons of the year. Following are the number of mills and their output of flour per day in Shanghai and North China:—

Shanghai	22 mills	Output	94,000 bags of 50 lbs.
Wusieh	6		23,000
Hankow	4		13,000
Tientsin	4		12,000
Tsinanfu	4		12,000
Changchun	4		10,400

WHEAT CULTIVATION

Leaving out Manchuria—which will be treated separately—the area under wheat cultivation is very extensive, and comprises portions of all parts of the Yangtsze valley to the north of that river. Kiangsu, Anhui, Honan, Shantung, Shansi, Shensi and Chili provinces are all concerned in the growing of wheat. The cultivation is all of the winter variety—that is, the seed is sown in the autumn and the crop taken off about June. There are no large farms, the holdings only consisting of a few acres averaging about five each; but as there are no fences separating the allotments, the crop presents the appearance of one vast plain or field of growing wheat, just as on the prairies of Western Canada. The mode of cultivation of Chinese wheat is most primitive, and the seed very inferior. A Chinese farmer's implements consist of a small one-handled plough which is drawn by a buffalo or a small ox, and a primitive harrow with wooden teeth. To break up the soil a species of hoe having rake-like teeth—very heavy and clumsy—is employed. Reaping is done with hooks, and threshing is carried on in the open air by the use of flails. A sort of winnowing

machine is used for cleaning the grain from dust, but the method generally employed is to throw the grain up in the air and let the wind blow away the dust, the same as obtained two thousand years ago, so that Chinese wheat is always dirty.

One of the difficulties experienced by flour mills in Shanghai is that of not having always sufficient stocks of wheat in hand to keep the mills running. There are no elevator systems or large storehouses in the interior in which to store the grain, which must be kept in bags and frequently left but badly protected from the weather under mat sheds or other open shelter. Transportation is also very slow, for the grain has to reach the markets by water in native boats, small junks, etc., and as this method is often very roundabout through systems of creeks and canals, the wheat is frequently a long time in transit before it finally reaches the mills. In consequence the latter never have any considerable stocks of wheat on hand at any time, which is ground up as soon as it arrives. In order to secure their needs of wheat from farmers—many of whom never have any great quantity to dispose of—the different mills keep buyers at certain points throughout the country, to whom small lots of grain are delivered, and when these are of sufficient quantity to load a Chinese boat it is sent off to Shanghai. Prices are usually fixed by the Grain Dealers' Guild, so that there is never much competition in this way. As the northern portion of China is every year becoming more and more the chief wheat-producing district, and on account of the difficulties experienced in getting wheat for mills, it is quite likely that any new mills to be erected in the future will be in North China.

VOLUME OF WHEAT CROP

As no accurate statistics of agricultural products are compiled by the Chinese Government, it is only possible to estimate the amount of the annual crop. A conservative estimate placed this for 1920 at 200,000,000 bushels of wheat, but the actual figures of flour production cannot be given. Exports alone can be stated, such figures including those from Manchuria.

EXPORTS OF WHEAT FLOUR, 1920

Total exports, piculs 3,960,779 or short tons 264,052 or barrels 2,640,520.

The countries which imported Chinese flour to the above extent in 1920 were as follows:—

	Sacks of flour of 50 lbs.	Barrels
Great Britain	5,291,760	1,322,940
Hongkong	1,679,520	419,880
Turkey, Egypt, etc.	796,640	199,160
Russia and Siberia	1,411,680	352,920
Singapore	286,480	71,620
Dutch Indies	145,480	36,370
French Indo-China	53,000	13,250
Philippines	356,280	89,070
Korea	211,120	52,780
Japan	87,800	21,950
Holland	157,800	39,450
South Africa	14,440	3,610
Germany	22,640	5,660
France	10,080	2,520
Denmark	17,760	4,440
Belgium	14,840	3,710
Other countries	4,760	1,190
Barrels		2,640,520

It is thus seen that exports to Great Britain represent 50 per cent of the total foreign trade. These figures are also of interest as showing the wide distribution of the demand for Chinese flour. In order to reach many of the above markets, Chinese flour must be subjected to a long ocean voyage through tropical seas and amidst intense heat. The flour must therefore be carefully milled from selected wheat and

be free from too much moisture in order to stand successfully the risks of transportation. This appears to be possible of accomplishment in spite of the general inferior quality of Chinese wheat.

CHINA'S FLOUR IMPORTS

Notwithstanding the fact that China is a large exporter of wheat and flour, there is still a certain amount of flour imported, but only about a fifth of the amount which came in previous to 1914. Following are the figures of imports for 1913, given as a comparison with the years 1918, 1919 and 1920:—

1913 total imports, sacks	6,990,280	or barrels,	1,747,570
1918 " " "	385,040	" "	96,260
1919 " " "	727,160	" "	181,790
1920 " " "	1,389,560	" "	347,390

The greater portion of this flour is given in Chinese Customs returns as having entered the country by way of Hongkong, and there its identity is lost, for it was not the product of Hongkong. Probably much of it was Chinese flour which had been shipped to Hongkong from Shanghai for consumption in South China ports.

The above is in brief a general review of the domestic wheat and flour industry of China, showing in what manner the flour trade of the country has been completely reversed within the past ten years, the market having changed from being a largely importing one to one of considerable exports. Although there are certain conditions at present existing which at the moment bring China again in the market for foreign wheat and flour, these conditions must only be considered as temporary, and have been brought about by a combination of circumstances and may only last for this season, after which China may again be a competitor in supplying the world's demand for wheat flour.

MANCHURIAN WHEAT AND FLOUR

The above is a review of the wheat and flour trade of China proper (with the exception of the total exports of flour to foreign countries). It does not touch upon the great wheat-growing and flour-milling industries of Northern Manchuria. This vast territory, with climatic conditions similar to those of Western Canada and in the same parallels of latitude, is admirably adapted to the growing of the highest grades of wheat; and Manchurian wheat is recognized to be of better quality than the wheat grown in North China (Harbin flour always commands a higher price than China flour). In the absence of reliable statistics, the extent of the wheat crop in Manchuria is not known any more than that of China proper. Estimates vary from 5,000,000 to 8,000,000 piculs (333,000 to 533,000 short tons). There are about thirty flour mills in different parts of Manchuria, the greater number (nineteen) in the vicinity of Harbin. Others are at Changchun, Mukden, Dairen and elsewhere, and all produce a high quality of flour. During the present year large quantities of Manchurian wheat were exported through the port of Dairen. From November, 1920, to July, 1921, 300,000 long tons were exported to Europe, mostly to Great Britain. Large shipments were also made to Japan and to Shanghai; but at present there is none available for export.

PRESENT CONDITIONS OF THE TRADE

In normal times China does not require to import foreign flour in any great quantity, and may never do so again to the same extent as formerly, unless the price of this commodity greatly falls in other countries. A large portion of the flour which is imported at present is of a higher quality than the Chinese product, and is brought in for the use of the foreign community, and for the making of the finer kinds of pastry, etc., for which Chinese flour is not suited. As there is no reason why the Chinese may not in time produce a better quality of wheat than they are now doing,

domestic flour may eventually be as good as the imported article, so that even the present small trade in foreign flour may be lost. In such an event the determining factor will be laid-down cost.

DEMAND FOR WHEAT AND FLOUR

The whole world knows that a year ago North China experienced a disastrous famine. This calamity was caused by a long period of drought, and the portions of the country most affected were those in which wheat had been the chief crop. The continuation of the drought late in the autumn made it impossible to plant last season's crop, consequently this large area of territory was barren of wheat this year. To add to this adversity, the wheat-growing districts further south, although sown with wheat in the autmun as usual, were this year completely flooded and the crop totally destroyed over a great tract of country.

These two disasters, coming close upon each other in succeeding years, greatly lessened the wheat crop this season, and if all the flour mills of the country are to be kept running, wheat will be required from outside sources and the production of flour greatly curtailed as well as increased in price. Accordingly, an opportunity is now presented for the sale of foreign wheat and flour not experienced for a number of years past.

Present conditions in Manchuria also make it difficult for any wheat to be obtained from that source, for while the crop is fairly normal this year, on account of transportation difficulties the wheat cannot be brought to market. Apart from this, much of the wheat of North Manchuria is being sent to Russia by way of Siberia.

THE FLOUR TRADE OF HONGKONG

As South China does not produce either wheat or flour, the requirements of Hongkong for this commodity must be wholly supplied from outside sources. Hongkong is accordingly always a better market for imported flour than any other of the ports of China.

The following are the figures of the trade in wheat flour for the years 1919 and 1920, with values given in pounds sterling, which is the currency in which Hongkong keeps its official records:—

	Barrels	Value
1919	523,430	£1,109,825
1920	726,260	1,968,777

The principal countries which supplied this large aggregate quantity of flour for 1919 and 1920 were as follows:—

	Barrels	Value
Australia—		
1919	263,280	£ 615,682
1920	136,750	381,920
Canada—		
1919	none	none
1920	490	1,508
North China—		
1919	252,200	470,058
1920	408,300	1,030,469
Japan—		
1919	70	151
1920	4,720	11,928
United States—		
1919	7,690	22,925
1920	174,720	538,688

PRICES OF WHEAT AND FLOUR

The quality of the foreign wheat best known to Shanghai flour-mill owners is that called Walla Walla White, and is grown in Washington state and Oregon. About 50,000 tons of this wheat has been imported into Shanghai within the past two months. The laid-down cost averaged $41 United States currency per ton of 2,000 pounds.

Chinese wheat is at present quoted at Tls. 3·80 per picul of 133⅓ pounds. This amounts to Tls. 57 per ton of 2,000 pounds, which at an exchange of 75 gold cents to the tael equals $42.75 U.S.C., which is slightly higher than the wheat imported from the United States. It will be observed that exchange plays a large part in the successful importation of wheat into China, for should the value of the tael fall it would require more local money to finance the transactions.

PRESENT PRICES OF FLOUR

United States flour has been laid down in Shanghai recently at the following c.i.f. cost:

Good export quality, per barrel, G. $5.75 U.S.C.; best patent, per barrel, $6.90 U.S.C.

Chinese flour is never quoted by the barrel, but is put up in sacks of 49 pounds, four of which equal one barrel. Present retail prices are as follows:—

No. 1 Chinese flour, $3.75 Mexican per sack; No. 2, $3.50.

At the present rate of exchange this works out at about $2.21 and $2.05 C.C. per sack, or $8.84 and $8.20 C.C. per barrel, respectively.

NOTES UPON THE FLOUR TRADE OF CHINA

1. No particular preference is shown by Chinese dealers for any kind of flour. At the same time they hesitate about taking up a new brand or chop, and as Canadian flour is quite unknown in this market, dealers demand that they see samples. United States and Australian flour having been sold here for many years, and its quality therefore known, these flours command the trade, but this is entirely because they are known and their quality determined. If Canadian flour were known it would no doubt meet with the same demand as the others, providing prices were not higher.

2. There are no advantages which others enjoy over Canadian shippers. All this market asks is that the flour shall be of a good white colour, and sold at as low a price as its competitors. Bakers and others in China who handle the product are, however, more familiar with a soft grade of flour than with the hard spring wheat flours of Canada.

3. There is no duty on wheat and flour entering China from any country.

4. A 49-pound sack is the most popular form of flour container, and all Chinese flour is put up in this size of package. These sacks are made of cotton cloth, and each must bear a distinctive trade-mark picture or chop. This is very important, for the sale of a good chop, when once approved, is always much easier than with a new brand.

5. Quotations of cost must always be made c.i.f. Shanghai or Hongkong, in Canadian funds.

6. In the case of a perishable article such as flour, irrevocable letters of credit could no doubt be obtained, but in this case an official certificate setting forth the quality of the flour, weights, etc., would need to be presented to the bank along with the other shipping documents.

7. Excellent storing accommodation is available in well-constructed godowns in all the ports of China, suitable for both wheat and flour. Wheat must be shipped in bags, for there are no facilities in any of the ports for the storage of wheat in bulk

31822—2½

STATE OF THE TIMBER TRADE IN MANCHESTER DISTRICT

TRADE COMMISSIONER J. E. RAY

Manchester, November 24, 1921.—A diversity of opinion exists among timber importers interviewed this week regarding the trend of the timber trade this winter. Many firms appear to content themselves with the holding of their present stocks until such times as the atmosphere becomes clearer. The instability of prices and the meagre demand have created a spirit of caution among importers.

A consignment of Canadian timber is due in the port of Manchester this week, but it cannot be said that business is active, or that the immediate future exhibits any sign of increased demand for building and structural woods.

TIMBER SHORTAGE PREDICTED

In the current issue of the *Timber Trades Journal* there appears an article, in the course of which the writer predicts a coming shortage of timber. His prediction is founded on an examination of conditions in Finland and Scandinavia, from which countries so much of the British imports is drawn. Apparently, the log-get from Finland this winter will be about 80 per cent of the normal, and the production of sawn goods in Sweden will not be more than 20 to 25 per cent of the average. In 1922, says the writer, there will probably be a smaller supply from Finland, and from Sweden a very great reduction. For 1923 "the prospects are in favour of almost normal quantities from Finland, and of a very big diminution indeed from Sweden. Assuming that the general trade revival is of slow growth—and this is now almost the unanimous opinion—experts state that a real wood famine may be expected in 1923 led up to by a shortage next year."

DECREASED IMPORTS

To illustrate the decline in imports of timber during the first ten months of the present year, compared with the corresponding period of last year, the following statistics are taken from the Board of Trade returns:—

Soft Hewn Timber

Countries of origin	Quantities (Loads) 1920	1921
Russia	54,021	......
Finland	.....	14,412
Sweden	37,633	14,311
Norway	17,724	22,488
Germany	3,589	231
United States	75,162	41,606
British East Indies	183	......
Canada	20,186	1,399
Other countries	3,718	22,022
Totals	212,216	116,469

All Other Sorts, Hard

Russia	169,391	33,623
Finland	.....	104,841
Sweden	57,733	19,692
Norway	.....	760
Germany	8,725	200
United States	427,453	254,534
British East Indies	183,778	841,290
Canada	793,947	262,759
Other countries	965,452	497,874
Totals	2,606,479	1,655,573

Soft Sawn Timber

Countries of origin	1920 Quantities	1921 (Loads)
Russia	930,749	23,786
Finland	.....	472,447
Sweden	1,319,744	432,343
Norway	138,981	43,033
Germany	30,346	35,946
United States	227,585	64,780
British East Indies	232	......
Canada	701,333	145,124
Other countries	35,122	143,356
Totals	3,384,092	1,360,815

All Other Sorts, Hard

Russia	329,470	28,660
Finland	.....	175,447
Sweden	29,610	1,125
Norway	17,720	......
Germany	56,764	15,869
United States	4,994,056	2,823,003
British East Indies	2,160,583	499,532
Canada	2,514,563	793,240
Other countries	1,298,611	1,838,428
Totals	11,401,377	6,175,304

From the above tables it will be seen that the total imports from Canada of the soft woods enumerated fell from 721,519 loads in the first ten months of 1920 to 143,523 loads in the corresponding ten months of this year, and those of "all other sorts" from 3,308,510 cubic feet to 1,055,999 cubic feet.

FINANCIAL AND COMMERCIAL SITUATION IN BRAZIL FOR THE MONTH OF OCTOBER

Trade Commissioner E. L. McColl

Rio de Janeiro, November 3, 1921.—During the month of October the milreis fluctuated between 8$ and 7$660 to one American dollar, and in sterling from 8 5/32d. to 7 27/32d. to the milreis. Cable rates on October 1 were for American dollars 7$960 and for sterling 8 3/32d., while on October 31 they were 7$860 and 7 25/32d. These figures will also show that, with reference to the milreis, the American dollar showed a tendency to weaken as compared with sterling.

Foreign trade at last shows a favourable balance. For the months of August and September there was a balance in favour of exports of over $12,000,000. This change for the better should make it safe, one would think, to predict a further rise in the value of the milreis, but there are other factors to be considered, so that for the present forecasts can only be made conservatively.

In a message to Congress dated October 17, 1921, the President of Brazil stated that Government control of coffee, which commenced last March, has saved the country more than $35,000,000. The President proposed that a permanent corporation of business men be formed under Government patronage and supervision, with the Minister of Finance as president and the Minister of Agriculture as vice-president, to safeguard and promote the interests of coffee, which product is the backbone of the country.

FINANCIAL SITUATION IN NEW ZEALAND IMPROVING

Mr. W. A. Beddoe, Canadian Trade Commissioner in Auckland, in a communication dated October 31, states that the financial situation in New Zealand is steadily improving. The pound sterling was then worth $4.37 and the exchange rate was 50s., or 2½ per cent. Stocks are not high, and with returning confidence and easier money, business should soon return to normal conditions.

TRADE OF NEW ZEALAND, JUNE TO SEPTEMBER, 1921

TRADE COMMISSIONER W. A. BEDDOE

Large Decrease in Imports from Canada

Auckland, October 31, 1921.—The customs returns of New Zealand for the September quarter show a large falling off in the value of imports from Canada as compared with the corresponding period of 1920.

When Canadian banks declined to discount New Zealand paper, and New Zealand banks declined to issue credits generally, there could only be one result: reduction in imports. In some cases the banks would establish credits, but the rate was 3⅛ per cent exchange to move the money, and it was transferred at $4 or $4.10 to the pound sterling. Conditions such as these were fatal to the transaction of business on a large scale, and the small figures for the three months under consideration are consequently not surprising. It will be observed that fish, chocolates, confectionery, apparel, paperhangings, and rubber tires fell off greatly. The falling off in paints and nails is evidence that materials used in building met with no demand in consequence of high prices. There is nothing significant about the falling off in newsprint and wrapping paper. With the knowledge that prices would drop, newspaper people were in no hurry to augment stocks. The decline now recorded should be compensated for by the considerable orders which are likely to be given to certain Canadian firms as the result of recent tenders. The principal increases shown are under the headings wrought iron pipes, rough sawn Douglas fir, and mowers (horse).

IMPORTS OF CANADIAN PRODUCTS INTO NEW ZEALAND, JUNE TO SEPTEMBER, 1920 AND 1921

Quarter ended September 30, 1920	£615,032	=$3,075,160
Quarter ended September 30, 1921	189,925	= 949,625
Decrease, quarter ended September 30, 1921, as against quarter ended September 30, 1920	£425,107	=$2,125,535

Principal Increases and Decreases

Increases

Wrought iron pipes, 6″ and under int. diam	£23,629
Mowers, horse	4,278
Rough sawn Douglas fir	7,762

Decreases

Fish, preserved in tins	£12,257
Chocolate, in fancy package	12,569
Chocolate, in plain package	3,035
Confectionery, unenumerated	4,575
Apparel and ready-made clothing	14,322
Grindery, n.o.e	3,743
Fur and fur trimmings	5,837
Hosiery	4,484
Paints, ground in oil	13,918
Mixed, ready for use	8,414
Hardware, n.o.e	4,524
Other nails	13,062
Furniture, n.o.e	6,295
Woodenware, n.o.e	7,947
Paperhangings	13,969
Printing paper	45,755
Wrapping, unprinted	19,560
Calcium carbide	3,336
Pianos	6,277
Bicycles and tricycles	3,443
Chassis for passenger vehicles other than busses	6,282
Rubber tires, tubes and covers	55,396

IMPORTS INTO NEW ZEALAND FROM CANADA DURING THE QUARTER ENDED SEPTEMBER 30, 1921

The following shows the total value of imports into New Zealand from Canada during the quarter ended September 30, 1921, together with articles affected by, and value of, the Canadian preference:—

Article	Value	Canadian Preference
I. Foodstuffs of Animal Origin—		
Fish, preserved in tins	£4,231	1d. per lb.
Sausage casings and skins	567	—
II. Foodstuffs of Vegetable Origin—		
Chocolate confectionery in fancy packages	1,258	4%
Chocolate confectionery in plain trade	540	3/5d. per lb.
Confectionery, unenumerated	72	2/5d. per lb.
Grain and pulse, prepared, n.o.e	55	2 2/5d. cental
Macaroni and vermicelli	7	—
III. Beverages (Non-Alcoholic) and Substances used in making the same—		
Unenumerated non-alcoholic beverages	......	—
IV. Spirits and Alcoholic Liquors—		
Whisky	1,658	—
V. Tobacco and Preparations thereof—		
Cigarettes	372	—
VIII. Vegetable Substances and Non-Manufactured Fibres—		
Seeds, grass and clover	1,891	—
IX. (a) Apparel—		
Apparel and ready-made clothing, n.o.e	1,458	12½%
Grindery, n.o.e	396	—
Boots and shoes, other	1	7½%
Corsets	12,628	12½%
Furs and fur trimmings	451	12½%
Gloves, n.o.e	15	12½%
Buttons, tapes, pins, etc	726	—
Haberdashery, n.o.e	33	10%
Hatmakers' materials	7	—
Hosiery	1,367	12½%
IX. (b) Textiles—		
Articles, n.o.e., made-up from textiles	8	10%
Drapery, n.o.e	7	10%
Silk piece-goods	2	10%
IX. (c) Manufactured Fibres—		
Bags, other	7	10%
Iron and steel cordage and rope	100	20%
X. Oils, Fats, and Waxes—		
Wood naphtha	105	—
Oils, n.o.e., in bulk	31	1 1/5d. per gal.
Tallow, unrefined	96	—
XI. Paints and Varnishes—		
Paints, ground in oil	10	6d. per cwt.
Paints, mixed, ready for use	51	1s. per cwt.
XIV. (a) Metal, Unmanufactured—		
Iron and steel, bar, bolt and rod	3,932	20%
Pig	113	—
N.o.e	4	—
XIV. (b) Metal Manufactures—		
Bolts and nuts	3,287	—
Castings for ships	509	20%
Chains and chain cables	382	10%
Fencing staples	115	—
Hardware, n.o.e	3,790	10%
Galvanized manufactures	29	12½%
Cast iron pipes, etc., 9″ and under internal diameter	223	20%
Wrought iron pipes, 6″ and under in internal diameter	34,759	20%
Iron and steel, n.o.e	542	20%
Gas mantles	50	10%
Lamps, other	486	10%
Nails, 1″ and under	205	—

IMPORTS INTO NEW ZEALAND FROM CANADA, ETC.—*Continued*

Article	Value	Canadian Preference
XIV. (b) Metal Manufactures—Con.		
Nails, other	2,187	1s. per cwt.
Plate and platedware	286	10%
Stereotypes, matrices, etc.	10	—
Printing type and materials, n.o.e.	23	10%
Wagons, cars, trucks and wheels therefor, for railways and tramways	143	10%
Rivets and washers	14	—
Axes and hatchets	250	—
Artificers' tools, n.o.e.	1,017	—
Wire, bare copper	2,683	—
Fencing, plain	1,624	—
Iron, n.o.e.	22	—
Other, plain	62	—
Metal manufactures, n.o.e. (20%)	640	10%
XV. Machinery and Machines—		
Drills and sowers	......	—
Harrows, disc	646	—
Other	112	—
Hay rakes and tedders, horse	1,046	—
Horse grubbers, scarifiers, etc.	241	—
Mowers, horse	5,245	—
Reapers and reapers and binders	125	—
Agricultural machinery, other	2,591	—
Churns, dairying	145	—
Cream separating machines	......	—
Dairying machinery, other	1,868	10%
Electrical generators, motors, etc.	4	10%
Electrical appliances, n.o.e.	2,687	10%
Knitting machines	763	—
Mangles, etc.	40	10%
Water turbines	165	10%
Machinery, unenumerated (5%)	23	10%
Machinery, n.o.e. (20%)	......	10%
Materials and parts (free)	306	—
XVI. (a) India-Rubber and Manufactures thereof (not including Tires)—		
Hose, tubing and piping	362	20%
Washer rings, sheet rubber, etc.	1,023	—
XVI. (b) Leather and Manufactures thereof, including Substitutes—		
Belting, other	......	—
Japanned and enamelled	994	—
Sole, pump and skirt leather	467	—
Leather bags over 10" in length	17	12½%
XVII. (a) Timber—		
Laths	1,050	—
Sawn, dressed, other	20	—
Rough, sawn, oregon pine	7,990	—
Other	......	—
Shingles	349	—
XVII. (b) Wood, Cane, and Wicker Manufactures—		
Doors and sashes	1,168	10%
Picture frames, etc.	50	10%
Furniture, n.o.e.	577	12½%
Broom, mop, hoe, etc., handles	151	—
Handles for tools, other	90	—
Woodenware, n.o.e.	1,339	10%
XVIII. Earthenware, China, Glass, Stoneware, Cements, and Cement Materials—		
Cement	45	2s. a cask.
Earthenware, n.o.e.	191	10%
Plain empty glass bottles	25	—
Glassware, n.o.e.	213	10%
Mirrors and looking glasses	16	12½%
Plaster of Paris and other like preparations	412	—
XIX (a) Paper—		
Bags, n.o.e.	......	12½%
Paperhangings	8,680	—
Printing paper	53,180	20%
Wrapping paper, unprinted	6,452	2s. 6d. per cwt.
Writing paper, not less than "demy"	1,861	—

IMPORTS INTO NEW ZEALAND FROM CANADA, ETC.— *Concluded*

Article	Value	Canadian Preference
XIX (b) Stationery—		
Printed books, etc., n.o.e.	132	—
Calendars and showcards	34	12½%
Printed advertising matter	282	⅝d. per lb.
Printing ink	93	10%
Manufactured stationery	9	12½%
Pictures, n.o.e.	17	—
Stationery, n.o.e.	881	10%
XX. Jewellery, Fancy Goods, etc.—		
Fancy goods and toys	191	10%
Jewellery, other	50	10%
Sporting, etc., requisites	2	10%
Parts of time-pieces	220	—
Watches	......	—
XXI. Optical, Surgical and Scientific Instruments—		
Cinematograph films	......	—
Opticians' materials	394	—
Surgical and dental	5	—
XXII. Drugs, Chemicals and Druggists' Wares—		
Acid, acetic	23	—
Calcium carbide	873	—
Disinfectants	77	—
Druggists' sundries	176	10%
Medicinal preparations containing over 50 per cent proof spirit	272	—
Toilet preparations	413	12½%
Sera, vaccines, etc.	15	—
XXIII. Miscellaneous—		
Brushes, brushware and brooms	390	12½%
Pianos	282	10%
Phonographs, gramophones, etc.	128	10%
Musical instruments, other	33	10%
Supplies for Pacific Cable Board	16	—
Furniture, floor and linoleum polishes	......	10%
Harness oil and composition	411	10%
Bicycles and tricycles	85	10%
Bicycle materials, n.o.e.	6	10%
Chassis for passenger vehicles other than buses	144	10%
Rubber tires, tubes and covers	7,174	—
Bodies for steam motor lorries	192	10%
Miscellaneous, manufactured	74	—
Total	£189,925	

IMPORTATION OF GERMAN PIANOS INTO THE UNITED KINGDOM

Mr. Harrison Watson, Canadian Government Trade Commissioner in London, England, in a communication dated November 21, 1921, states that during the ten months ending October the organs imported into the United Kingdom numbered 130 valued at £19,052, and pianos 6,229 valued at £261,492. The number of organs imported from Germany during that period was 11 valued at £2,670, and of pianos 5,514 valued at £222,597. Mr. Harrison Watson adds that this is a great proportion as regards pianos, but as the bulk of the importers have always handled German instruments, and presumably intend reviving this trade, it is pretty certain that some of them are taking advantage of a position which is not likely to continue, to buy a certain number of pianos for future purposes. For the ten months January to October, 1913, 3,715 organs were imported valued at £43,678, and pianos 18,471 valued at £576,096. The total number of German pianos imported in 1913 was 22,573, about the average annual pre-war quantity. It therefore seems probable that the total for this year will not exceed more than about one-third of the pre-war number.

RESTRICTION ON JOINERY IMPORTATIONS INTO THE UNITED KINGDOM

Mr. Harrison Watson, Canadian Trade Commissioner in London, England, in a communication dated November 22, 1921, reports that the National Federation of Building Trades' Employers and the Amalgamated Society of Woodworkers have come to an agreement that no imported joinery should be handled by workmen unless it bears a mark guaranteeing that the goods have been manufactured under conditions approved of by the local representatives of the labour union. A joint committee of these boards has been set up to fulfil the function of seeing that no manufactured joinery work made under unfair conditions is used by the members of the National Federation of Building Trades' Employers, and to this end the committee has framed certain regulations, the chief points of which are that importers who desire to introduce foreign joinery into the United Kingdom will require to get into communication with the manufacturers of the joinery desired to be imported; the manufacturers will then have to get into communication with the Woodworkers' Union in the country in which the joinery is being manufactured; and the importer will have to satisfy the Joint Committee that the joinery has been manufactured under fair conditions.

These regulations have been obtained from the Amalgamated Society of Woodworkers and transmitted to the Department of Trade and Commerce by Mr. Harrison Watson, copies of which may be obtained by interested Canadian manufacturers on application to the Director, Commercial Intelligence Service, Ottawa (quoting file No. 27763).

FURTHER DECREASE IN ESTIMATE OF JAPAN'S RICE HARVEST

Trade Commissioner A. E. Bryan

Yokohama, November 14, 1921.—It was announced yesterday by the Department of Agriculture and Commerce that, according to the second estimate of the country's rice harvest this year, there is a decrease of 6 per cent noted as compared with the first estimate made some time ago.

It is now estimated that the rice crop will net 54,609,896 koku (273,049,480 bushels), a decrease of 3,459,018 koku as compared with the first estimate.

This will mean that, compared with the 1920 crop, there will be a decrease of 13.6 per cent, while at the same time 5.7 per cent less than the normal yield which is computed to be 57,378,153 koku (286,890,765 bushels). This great decrease is accounted for by long-continued rain and cold weather in August and September, and also to wind and flood suffered in some districts. The rice crop of Japan since 1915 has been as under:—

	Koku		Koku
1915	55,925,000	1919	60,818,000
1916	58,442,000	1920	63,222,000
1917	54,568,000	1920, first estimate	58,068,914
1918	54,699,000	1921, second estimate	54,609,896

GERMAN MACHINERY FOR JAPAN

German machinery is steadily regaining its markets in Japan, states *Eastern Commerce*. It is said that immediately after the war Japanese machinery orders were placed with Germany only for special goods peculiar to German manufacturers. Subsequent trial orders, however, have proved that the machinery is equal to that produced prior to the war and is offered at prices lower than British and American goods. Principally, orders for scientific and chemical machinery used in laboratories, it is said, are reaching Germany from Japan.

TRADE NOTES FROM NORWAY AND DENMARK

Commercial Agent C. E. Sontum

A Norwegian Textile Invention

Christiania, November 15, 1921.—Mr. H. P. Mittet, a mill-owner of Aalesund, Norway, has invented a new twisting machine, the principle of which is that, in contrast to types now used, the bobbin-spool rotates at the same time as the spool which takes up the ready-made thread, a process resulting in spinning from both ends, which has not previously been done. This process gives a greater firmness and strength in the thread than does the present method. It is claimed also that the new machine works about seven times the speed of the machines now in use.

The inventor has already taken out a patent in several countries under the name of "Mittets Cabler." He is now making a journey through Europe, and will also visit America in order to demonstrate his new patent.

Fall in Price of Horses

As at different times inquiries are received from Canada regarding the market for horses in Norway and Denmark, a note on the present situation may be of interest. On account of the total stagnation in lumbering, and also the restricted activity in agriculture since the war, there is a great surplus of horses in Norway at present. It is a remarkable fact that the price of cattle is higher than that of horses. The contrary has heretofore always been the case. Some days ago at a large auction sale cows fetched as much as Kr. 1,000 each, while good horses were sold as low as Kr. 400 to Kr. 500 each.

Broadly, it may be said that horses are practically unsaleable in Norway at the present time, and many farmers who have been raising horses for sale now find themselves with from twenty to thirty horses on their hands. This has resulted in a great many animals being sold for butchering at from Kr. 200 to 300 each, while colts are sold at from Kr. 70 to 100. The price of milk-cows remains high because milk and dairy products are still on nearly the same levels as during the war.

In Denmark there seems to be more demand for horses, especially for smaller sized animals, and some export was done from Norway to Denmark during the fall months. This is caused by Denmark exporting her own horses to other European markets, where larger-sized animals are in demand.

The Wood Trade

The Norwegian trade paper *Farmand* stated on October 27 that a slight improvement might be traced in the Norwegian wood trade market. The demand from France and Belgium was brisker, and prices showed a rising tendency. England was in the market for smaller parcels of planed goods, and a few lots had been sold on the basis of £17 c.i.f. for 7-inch timber. The market for pit-props may fairly be described as unchanged; still there is a little brightening for a few particular specifications. For $\frac{4}{7}$-inch a price of 110s. is indicated. An improvement may be anticipated as soon as the bay of Bothnia has closed in. Of the goods then in great demand, deals will possibly be foremost.

Pulp and Paper

The Norwegian wood-pulp market is firm with a rising tendency and a brisker demand; and the cellulose market is improved, but prices are keeping at the same level as they have been for the last month. In the course of the few days the large plant of Borregaard will resume full activity after having been running at only two-thirds of its capacity since the strike, which was settled by an immediate reduction of wages of Kr. 3 per day, and a further reduction of Kr. 1 as at February 15, 1922.

The paper market is unchanged, prices remaining the same. Kraft paper is, however, an exception, the demand being quite brisk, especially from England. The increase in price of £2, which took place some weeks ago owing to the forming of a cartel by the Norwegian and Swedish producers, has thus far proved of little influence upon demand. Quotations follow:—

	Oct. 19 Nor. Kr.	Oct. 26 Nor. Kr.
Prime moist spruce pulp	118	122
Prime dry spruce pulp	240	245
Sulphite, bleached	625	625
Sulphite, unbleached, easy bleaching	500	500
Sulphite, unbleached, strong bleaching	450	450
Sulphite, easy bleaching	475	475
Sulphite, kraft pulp	450	450

NEW TARIFF OF DOMINICA GIVING PREFERENCE OF 33 1/3 PER CENT TO CANADIAN GOODS

The new tariff adopted by Dominica as a result of the Canada-West Indies Trade Agreement of 1920 is given in the subjoined table. The duties in the column headed "British Preferential Tariff" are applicable to imports from Canada and other parts of the British Empire. The duties given in the column headed "General Tariff" apply to imports from any other country. The free list has been slightly condensed so as to include only such articles as are usually exported in the ordinary course of business. The new tariff ordinance of Dominica was assented to on September 17, 1921, but the preference was officially in effect from September 1.

SCHEDULE OF CUSTOMS IMPORT DUTIES IN DOMINICA

Item No.	Article	British Preferential Tariff	General Tariff
1	Aerated and Mineral Waters, Natural and Artificial:		
	(*a*) Per dozen reputed pints	6d. the dozen	9d. the doz.
2	Animals and birds, living:		
	(*a*) Asses	6/ per head .	9/-per head.
	(*b*) Cattle (Horned)	8/-per head.	12/-per head.
	(*c*) Dogs	6/-per head	9/-per head.
	(*d*) Goats	Free.	3/-per head.
	(*e*) Horses	40/-per head	60/-per head.
	(*f*) Mules	40/-per head.	60/-per head.
	(*g*) Sheep	Free.	3/-per head.
	(*h*) Swine	Free.	3/-per head.
	(*i*) Poultry, Game and other kinds	Free.	Free.
3	Apparel, all kinds	10 per cent *ad val.*	15 per cent *ad val.*
4	Arms, ammunition and explosives:		
	Arms:		
	(*a*) Swords, bayonets and similar weapons	10 per cent *ad val.*	15 per cent *ad val.*
	Firearms:		
	(*b*) Fowling pieces	20/-each	30/-each.
	(*c*) All other kinds, including air guns	20/-each.	30/-each.
	Ammunition of all kinds, including unloaded cartridges	16 per cent *ad val.*	24 per cent *ad val.*
	Explosives:		
	(*d*) Gunpowder for sporting purposes	14 per cent *ad val.*	21 per cent *ad val.*
	(*e*) Gunpowder for blasting purposes	Free.	Free.
	(*f*) Other explosives	Free.	Free.
5	Asphalt, all kinds, including pitch and tar	10 per cent *ad val.*	15 per cent *ad val.*
6	Bags and sacks, (empty) not including paper bags	5 per cent *ad val.*	7½ per cent *ad val.*
7	Bags (travelling and tool), trunks and valises	10 per cent *ad val.*	15 per cent *ad val.*
8	Baskets, all kinds	10 per cent *ad val.*	15 per cent *ad val.*
9	Beer and ale, stout and porter:		
	(*a*) In bottle	1/8 per gallon.	2/1 per gallon.
	(*b*) In wood	1/4 per gallon.	1/8 per gallon.
10	Biscuits, bread and cakes:		
	(*a*) Unsweetened in barrels	5/-per 100 lbs.	7/6 per 100 lbs.
	(*b*) Unsweetened in tins	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*c*) Other kinds	25/-per 100 lbs.	37/6 per 100 lbs.
11	Blacking and polishes	10 per cent *ad val.*	15 per cent *ad val.*
12	Blue	10 per cent *ad val.*	15 per cent *ad val.*

SCHEDULE OF CUSTOMS IMPORT DUTIES IN DOMINICA—*Continued*

Item No.	Article	British Preferential Tariff	General Tariff
13	Books, printed (bound or unbound, not being account books)	Free.	Free.
14	Boots, shoes and slippers	10 per cent *ad val.*	15 per cent *ad val.*
15	Bricks and tiles	8/4 per 1,000.	12/6 per 1,000.
16	Brooms and brushes	10 per cent *ad val.*	15 per cent *ad val.*
17	Buckets, pails and tubs	10 per cent *ad val.*	15 per cent *ad val.*
18	Bullion and coin	Free.	Free.
19	Butter and butter substitutes:		
	(*a*) Butter	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*b*) Ghee	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*c*) Butter substitutes, including butterine and oleomargarine	8/4 per 100 lbs.	12/6 per 100 lbs.
20	Candles:		
	(*a*) Tallow candles	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*b*) Other kinds	16/8 per 100 lbs.	25/-per 100 lbs.
21	Carriages, carts and wagons:		
	(*a*) Railway rolling stock	Free.	Free.
	(*b*) Bicycles or tricycles, other than motor	10 per cent *ad val.*	15 per cent *ad val.*
	(*c*) Bicycles or tricycles, motor	10 per cent *ad val.*	15 per cent *ad val.*
	(*d*) Motor cars and motor vehicles	10 per cent *ad val.*	15 per cent *ad val.*
	(*e*) Other kinds and parts	10 per cent *ad val.*	15 per cent *ad val.*
22	Cattle and other animal foods:		
	(*a*) Bran and pollard	2/1 per 100 lbs.	3/1½ per 100 lbs.
	(*b*) Linseed oil cake, and linseed oil cake meal	2/1 per 100 lbs.	3/1½ per 100 lbs.
	(*c*) Other kinds, admitted as such by the Collector of Customs	2/1 per 100 lbs.	3/1½ per 100 lbs.
23	Cement	2/- per 400 lbs.	3/-per 400 lbs.
24	Cheese	8/4 per 100 lbs.	12/6 per 100 lbs.
25	Chemicals:		
	(*a*) Calcium carbide	2/-per 100 lbs.	3/- per 100 lbs.
	(*b*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
26	Chinaware or porcelain, earthenware and pottery	10 per cent *ad val.*	15 per cent *ad val.*
27	Cider and perry	1/8 per gallon.	2/6 per gallon.
28	Clocks and parts thereof	10 per cent *ad val.*	15 per cent *ad val.*
29	Coal, coke and patent fuel:		
	(*a*) Bituminous	1/-per ton.	1/6-per ton.
	(*b*) Other	1/-per ton.	1/6 per ton.
	(*c*) Coke	1/-per ton.	1/6 per ton.
	(*d*) Patent fuel	1/-per ton	1/6 per ton.
30	Cocoa:		
	(*a*) Raw	Free.	Free.
	(*b*) Ground or otherwise prepared, except sweetmeats	4d. per lb.	6d. per lb.
31	Coffee:		
	(*a*) Raw	1½ d. per lb.	2¼d. per lb.
	(*b*) Roasted, ground or otherwise prepared, and including coffee substitutes, extracts and essences	4d. per lb.	6d. per lb.
32	Confectionery, including chocolate creams and sweetmeats of all kinds	15 per cent *ad val.*	22½ per cent *ad val.*
33	Cordage and twine:		
	(*a*) Cordage	10 per cent *ad val.*	15 per cent *ad val.*
	(b) Twine	10 per cent *ad val.*	15 per cent *ad val.*
34	Cork manufactures	10 per cent *ad val.*	15 per cent *ad val.*
35	Cotton:		
	(*a*) Raw	Free.	Free.
	(*b*) Manufactures	10 per cent *ad val.*	15 per cent *ad val.*
36	Cutlery	10 per cent *ad val.*	15 per cent *ad val.*
37	Electrical apparatus	10 per cent *ad val.*	15 per cent *ad val.*
38	Films, cinematograph	6d. per 100 ft.	9d. per 100 ft.
39	Fireworks	15 per cent *ad val.*	22½ per cent *ad val.*
40	Fish:		
	(*a*) Canned or preserved in jars or bottles	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*b*) Fresh, including fresh fish in cold storage and turtle	Free.	Free.
	(*c*) Salmon, trout and mackerel, dried, salted, smoked or pickled	4/2 per 100 lbs.	6/3 per 100 lbs.
	(*d*) Other kinds, dried, salted, smoked or pickled	2/1 per 100 lbs.	3/1½ per 100 lbs.
41	Fruit and nuts:		
	(*a*) Fruit, fresh	Free.	Free.
	(*b*) Dried, including currants, figs, prunes and raisins, other than candied or crystalized fruit and fruit in liquid	2d. per lb.	3d. per lb.
	(*c*) Nuts, edible, other than cocoanuts	2d. per lb.	3d. per lb.
	(d) Cocoanuts	Free.	Free.

SCHEDULE OF CUSTOMS IMPORT DUTIES IN DOMINICA—*Continued*

Item No.	Article	British Preferential Tariff	General Tariff
42	Glass and glassware:		
	(*a*) Glass bottles, lamp chimneys, and table glassware	10 per cent *ad val.*	15 per cent *ad val.*
	(*b*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
43	Grain, flour, pulse and preparations thereof:		
	Grain:		
	(*a*) Corn (maize)	1/-per 100 lbs.	1/6 per 100 lbs.
	(*b*) Oats	1/-per 100 lbs.	1/6 per 100 lbs.
	(*c*) Rice	2/1 per 100 lbs.	3/1½ per 100 lbs.
	(*d*) Other kinds	1/-per 100 lbs.	1/6 per 100 lbs.
	Flour and meal:		
	(*e*) Wheaten	7/4 per 196 lbs.	8/4 per 196 lbs.
	(*f*) Maize or cornmeal	2/-per 196 lbs.	3/-per 196 lbs.
	(*g*) Other kinds	2/-per 100 lbs.	3/-per 100 lbs.
	Pulse:		
	(*h*) Beans and peas, whole or split	1/-per 100 lbs.	1/6 per 100 lbs.
	(*i*) Dholl	1/-per 100 lbs.	1/6 per 100 lbs.
	(*j*) Other kinds	1/-per 100 lbs.	1/6 per 100 lbs.
	Farinaceous preparations:		
	(*k*) Arrowroot	4/2 per 100 lbs.	6/3 per 100 lbs.
	(*l*) Other kinds, including corn flour, macaroni, oatmeal, rolled oats, sago, tapioca, vermicelli and other cereal foods	8/4 per 100 lbs.	12/6 per 100 lbs.
44	Grease, all kinds	10 per cent *ad val.*	15 per cent *ad val.*
45	Gums:		
	(*a*) Balata, chicle, and raw rubber	Free.	Free.
	(*b*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
46	Haberdashery and millinery	10 per cent *ad val.*	15 per cent *ad val.*
47	Hardware	10 per cent *ad val.*	15 per cent *ad val.*
48	Hats and bonnets	10 per cent *ad val.*	15 per cent *ad val.*
49	Hay and chaff	1/-per 100 lbs.	1/6 per 100 lbs.
50	Hemp and hemp manufactures	10 per cent *ad val.*	15 per cent *ad val.*
51	Hides and skins, raw	Free.	Free.
52	Horns and bones	Free.	Free.
53	Implements and tools:		
	(*a*) Agricultural	Free.	Free.
	(*b*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
54	India rubber and gutta percha manufactures	10 per cent *ad val.*	15 per cent *ad val.*
55	Instruments, scientific	Free.	Free.
56	Jams, jellies and preserved fruits:		
	(*a*) Jams, jellies and marmalade	12/6 per 100 lbs.	18/9 per 100 lbs.
	(*b*) Canned and bottled fruits	16/8 per 100 lbs.	25/-per 100 lbs.
	(*c*) Other kinds, including candied and crystallized fruit and peel	25/-per 100 lbs.	37/6 per 100 lbs.
57	Jewellery	20 per cent *ad val.*	30 per cent *ad val.*
58	Jute and jute manufactures other than empty bags and sacks	10 per cent *ad val.*	15 per cent *ad val.*
59	Lard and lard substitutes	4/2 per 100 lbs.	6/3 per 100 lbs.
60	Leather and manufactures of, including boots and shoes and saddlery and harness	10 per cent *ad val.*	15 per cent *ad val.*
61	Lime, for building purposes	6d. per 200 lbs.	9d. per 200 lbs.
62	Linen and linen manufactures	10 per cent *ad val.*	15 per cent *ad val.*
63	(1) Machinery, including parts, viz.:		
	(*a*) Agricultural, including drainage and irrigation	Free.	5 per cent *ad val.*
	(*b*) Sugar manufacturing, including rum distillation	Free.	5 per cent *ad val.*
	(*c*) Mining	Free.	5 per cent *ad val.*
	(*d*) Electrical lighting and power for industrial purposes	Free.	5 per cent *ad val.*
	(*e*) Railway and tramway	Free.	5 per cent *ad val.*
	(*f*) Other industrial and manufacturing	Free.	5 per cent *ad val.*
	(*g*) Marine	Free.	5 per cent *ad val.*
	(*h*) Sewing machines	Free.	5 per cent *ad val.*
	(*i*) Water and sewerage	Free.	5 per cent *ad val.*
	(*j*) Fire engines	Free.	5 per cent *ad val.*
	(*k*) Printing	Free.	5 per cent *ad val.*
	(*l*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
	(The term "Machinery" shall mean machines consisting of a combination of moving parts or mechanical elements which may be put in motion by physical or mechanical force, admitted as such by the Collector of Customs).		

SCHEDULE OF CUSTOMS IMPORT DUTIES IN DOMINICA—*Continued*

Item No.	Article	British Preferential Tariff	General Tariff
63	(1) Machinery, etc.—*Con.*		
	(2) Machinery accessories, appliances and apparatus which the Collector of Customs is satisfied are for use in connection with any machinery detailed above, except "(1) other kinds."	Free.	5 per cent *ad val.*
64	Manure, all kinds	Free.	Free.
65	Matches:		
	(*a*) In boxes containing 80 matches or less. (Matches in boxes containing a greater quantity than 80 matches each to be charged in proportion)	2/-per gross of boxes.	3/-per gross of boxes.
66	Meat:		
	(*a*) Beef and pork, pickled or salted	2/1 per 100 lbs.	3/1½ per 100 lbs.
	(*b*) Canned	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*c*) Fresh (including game and poultry)	Free.	Free.
	(d) Smoked or cured, including bacon and hams	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*e*) Other kinds, including extracts	8/4 per 100 lbs.	12/6 per 100 lbs.
67	Medicines and drugs:		
	(*a*) Opium and ganja (Indian hemp)	25/-per lb.	37/6 per lb.
	(*b*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
68	Metals:		
	(*a*) Iron and steel nails, spikes, rivets, clinches, wire (including barbed wire), woven wire fencing, metal gates	10 per cent *ad val.*	15 per cent *ad val.*
	(*b*) Barrels and drums	5 per cent *ad val.*	7½ per cent *ad val.*
	(*c*) Other metal manufactures, not elsewhere enumerated	10 per cent *ad val.*	15 per cent *ad val.*
69	Milk:		
	(*a*) Condensed or otherwise preserved, containing not less than 7 per cent of butter fat	1/4 per 48 lbs.	2/-per 48 lbs.
	(*b*) Other kinds	2/8 per 48 lbs.	4/-per 48 lbs.
70	Musical instruments, and all musical apparatus and accessories, except printed or manuscript music	10 per cent *ad val.*	15 per cent *ad val.*
71	Nuts and kernels other than food:		
	(*a*) Copra	Free.	Free.
	(*b*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
72	Oil:		
	(*a*) Edible	8d. per gallon.	1/-per gallon.
	(*b*) Fuel	4d. per gallon.	6d. per gallon.
	(*c*) Illuminating, including kerosine, and other refined petroleum burning oils	4d. per gallon.	6d. per gallon.
	(*d*) Lubricating and paint oils	6d. per gallon.	9d. per gallon.
	(*e*) Motor spirit, including benzine, benzoline, gasoline, naphtha and petrol spirits generally	4d. per gallon.	6d. per gallon.
	(*f*) Other kinds, including essential, medicinal, and perfumed oils	1/8 per gallon.	2/6 per gallon.
73	Oilcloth and linoleum	10 per cent *ad val.*	15 per cent *ad val.*
74	Painter's colours and materials:		
	(*a*) Paints and colours	4/2 per 100 lbs.	6/3 per 100 lbs.
	(*b*) Polishes and varnishes	1/-per gallon.	1/6 per gallon.
	(*c*) Turpentine and turpentine substitutes	8d. per gallon.	1/-per gallon.
75	Paper:		
	(*a*) Cards, playing (per pack not exceeding 53 cards)	4d. per pack.	6d. per pack.
	(*b*) Paper of all kinds and manufactures of paper	10 per cent *ad. val.*	15 per cent *ad val.*
76	Perfumery and toilet preparations, not containing perfumed spirits	20 per cent *ad val.*	30 per cent *ad val.*
77	Pickles, condiments and sauces	10 per cent *ad val.*	15 per cent *ad val.*
78	Pictures, except unframed photographs	10 per cent *ad val.*	15 per cent *ad val.*
79	Plants, seeds and bulbs (for cultivation or propagation	Free.	Free.
80	Plate and plated ware	20 per cent *ad val.*	30 per cent *ad val.*
81	Provisions, unenumerated	10 per cent *ad val.*	15 per cent *ad val.*
82	Saddlery and harness	10 per cent *ad val.*	15 per cent *ad val.*
83	Salt:		
	(*a*) Coarse and rock salt	23/4 per ton.	35/-per ton.
	(*b*) Fine, including table salt	2/1 per 100 lbs.	3/1½ per 100 lbs.
84	Seeds for expressing oil there from	1/-per 100 lbs.	1/6 per 100 lbs.
85	Ships, boats and launches	10 per cent *ad val.*	15 per cent *ad val.*
86	Silk and silk manufactures	10 per cent *ad val.*	15 per cent *ad val.*

SCHEDULE OF CUSTOMS IMPORT DUTIES IN DOMINICA—*Continued*

Item No.	Article	British Preferential Tariff	General Tariff
87	Soap:		
	(*a*) Common including laundry, polishing and soft soap	4/2 per 100 lbs.	6/3 per 100 lbs.
	(*b*) Fancy, including medicated and perfumed soaps for toilet purposes	16/8 per 100 lbs.	25/-per 100 lbs.
	(*c*) Fancy, including medicated and perfumed soaps for toilet purposes	16/8 per 100 lbs.	25/-per 100 lbs.
88	Spices	10 per cent *ad val.*	15 per cent *ad val.*
89	Spirits:		
	(*a*) Brandy		
	(*b*) Gin		
	(*c*) Whisky		
	Not exceeding the strength of proof	11/- per gallon.	13/6 per gallon.
	Exceeding the strength of proof	11/-per proof gallon.	13/6 per proof gallon.
	(*d*) Rum:		
	Not exceeding the strength of proof	6/-per gallon.	8/6 per gallon.
	Exceeding the strength of proof	6/-per proof gallon	8/6 per proof gallon.
	(*e*) Cordials and liqueurs:		
	All kinds, including bitters and flavouring extracts containing spirits	15/-per liquid gallon	17/6 per liquid gallon.
	(*f*) Medicinal spirits, admitted as such by the Collector of Customs	6/-per liquid gallon..	8/6 per liquid gallon.
	(*g*) Methylated spirits and methylated alcohol, admitted as such by the collector of Customs	2/6 per liquid gallon.	3/9 per liquid gallon.
	Perfumed spirits		
	(*h*) Bay rum	6/-per liquid gallon.	8/6 per liquid gallon.
	(*i*) All others, including dentifrices, toilet preparations and washes	20 per cent *ad val.*	30 per cent *ad val.*
	Unenumerated spirits:		
	(*j*) Potable:		
	Not exceeding the strength of proof	11/-per gallon.	13/6 per gallon.
	Exceeding the strength of proof	11/-per proof gallon.	13/6 per proof gallon.
	(*k*) Not potable	2/6 per liquid gallon.	3/9 per liquid gallon.
90	Starch	2/1 per 100 lbs.	3/1½ per 100 lbs.
91	Stationery, other than paper	10 per cent *ad val.*	15 per cent *ad val.*
92	Stones and slates	10 per cent *ad val.*	15 per cent *ad val.*
93	Sugar:		
	(*a*) Refined	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*b*) Unrefined	4/2 per 100 lbs.	6/3 per 100 lbs.
	(*c*) Molasses and syrup	4d. per gallon.	6d. per gallon.
94	Tea	8d. per lb.	1/-per lb.
95	Tobacco and snuff:		
	Unmanufactured:		
	(*a*) Leaf:		
	(i) in packages of less than 200 lbs	3/-per lb.	3/-per lb.
	(ii) in other packages	2/-per lb.	2/-per lb.
	Manufactured:		
	(*b*) Cigars	6/-per lb.	6/- per lb.
	(*c*) Cigarettes	5/6 per lb.	5/6 per lb.
	(*d*) Snuff	3/-per lb.	3/-per lb.
	(*e*) Other manufactured tobacco	4/-per lb.	4/-per lb.
96	Toys and games	10 per cent *ad val.*	15 per cent *ad val.*
97	Umbrellas and parasols	10 per cent *ad val.*	15 per cent *ad val.*
98	Vegetables:		
	(*a*) Dried, canned or preserved	8/4 per 100 lbs.	12/6 per 100 lbs.
	(*b*) Onions and garlic	2/1 per 100 lbs.	3/1½ per 100 lbs.
	(*c*) Fresh	Free.	Free.
99	Vinegar	6d. per gallon.	9d. per gallon.
100	Watches and parts thereof	10 per cent *ad. val.*	15 per cent *ad val.*
101	Wax	10 per cent *ad val.*	15 per cent *ad val.*
102	Wine:		
	(*a*) Sparkling	8/-per gallon	10/-per gallon.
	(*b*) Still:		
	In bottles containing less than 42 per cent of proof spirit	4/-per gallon.	5/-per gallon.
	(*c*) In wood, under 42 degrees	3/4 per gallon.	4/2 per gallon.
	(*d*) Vermouth and medicated wines	4/-per gallon.	5/-per gallon.

SCHEDULE OF CUSTOMS IMPORT DUTIES IN DOMINICA—*Concluded*

Item No.	Article	British Preferential Tariff	General Tariff
103	Wood and timber:		
	Unmanufactured:		
	(*a*) Lumber, sawn or hewn, undressed, per superficial measurement of one inch thick	12/6 per 1,000 ft.	18/9 per 1,000 ft.
	(*b*) Lumber, sawn or hewn, wholly or partly dressed, per superficial measurement of one inch thick	15/-per 1,000 ft.	22/6 per 1,000 ft.
	(*c*) Shingles	4/2 per 1,000	6/3 per 1,000.
	(*d*) Shooks, staves, headings and wood hoops	5 per cent *ad val.*	7½ per cent *ad val.*
	(*e*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
	Manufactured:		
	(*f*) House, office, cabinet or store furniture, coffins, caskets, doors, sashes and blinds	10 per cent *ad val.*	15 per cent *ad val.*
	(*g*) Other kinds	10 per cent *ad val.*	15 per cent *ad val.*
104	Wool and woollen manufactures:	10 per cent *ad val.*	15 per cent *ad val.*
	All other articles not in this schedule particularly enumerated, or in the second schedule particularly exempted	10 per cent *ad val.*	15 per cent *ad val.*
	In the case of specific duties, these rates to be charged upon any greater or less quantity of such goods, wares and merchandise		

TABLE OF EXEMPTIONS FROM IMPORT DUTY

In addition to the articles mentioned in the foregoing schedule as being free of duty, the following articles are given in a special schedule of exemptions from import duty:

Artificial Limbs.

Bees, bee-hives and bee-keeping apparatus.

Music, newspapers, pamphlets, periodicals, unframed photographs, almanacs, school globes, atlases, charts, maps, plans, trade catalogues and advertising circulars of no commercial value, bank notes, used postage stamps and used postcards; but not including printed labels, printed forms, and Christmas cards.

Drugs and appliances imported with the approval of the Governor for the relief and control of Ankylostomiasis and Tuberculosis.

Drugs and appliances imported with the approval of the Governor for an Institute for the Blind.

Eggs.

Fuel, firewood and charcoal.

Ice.

Lime, Whiting and Chalk imported for use in the manufacture of Citrate of Lime.

Insecticides, fungicides, vermin-killers, sulphate of ammonia, nitrate of soda, lime and other substances, imported for use as manures, or as remedies for diseases of or preventatives of insect attacks on plants and animals.

Fresh meat, game and poultry in cold storage.

Packages or coverings in which any articles are imported, and which are the usual or proper packages or coverings.

Packages and bags, exported filled with produce and returned empty.

Patterns and samples of no commercial value.

Produce of the Presidency, re-imported into the Presidency within one year from date of exportation.

Sand, earth and stone in the rough, not including precious stones.

Scientific Apparatus, utensils and preparations, including absolute alcohol for preserving purposes, imported exclusively for the purposes of prosecuting scientific

investigations on behalf of any college, academy, school or seminary of learning, and not for sale or exchange.

Specimens illustrative of Natural History.

Sulphuric Acid imported for the manufacture of Citric Acid.

Tanning and Dyeing Materials.—Divi-Divi, Logwood and Mangrove and other bark.

Tonga Beans.

Vaccine Lymph, medical serums and radium.

All Goods, except Rum, from the colony of the Leeward Islands; if accompanied by a certificate of origin.

The free list also includes many articles not being ordinary merchandise when imported under certain conditions, such as baggage and household effects; arms and other supplies for His Majesty's naval or military forces; articles for the Governor or use of the Colonial Government or foreign consuls; articles of public worship, and for certain other uses of a public nature; articles imported for repairs; goods re-imported on which duty was once paid; and articles which in any particular case may be exempted from duty by order of the Governor in Executive Council.

MAILS TO WEST INDIES, CENTRAL AND SOUTH AMERICA

The Post Office Department has furnished the following information for the guidance of Canadian firms writing to the above countries:—

Correspondence for the West Indies is forwarded by direct Canadian steamers or via New York, whichever route will give a quicker despatch, although letters marked for transmission by either route are forwarded in accordance with the endorsation.

Letters for Central America are forwarded via New York, with the exception of letters for British Honduras specially addressed "Via Halifax."

Letters for South American countries generally are also forwarded via New York, unless specially addressed "Via Halifax."

Following are sailings for the balance of the current month:—

For	*Via*	*December*
Antigua	New York	24
Argentina	New York	22
Bahamas	New York	22
Bermuda	New York	17, 21, 28
Bolivia and Chile	New York	17
Brazil, North	New York	15, 27
Brazil, South	New York	22, 27
British Guiana	New York	20, 21, 24
Colombia	New York	17, 24, 31
Costa Rica	New York	24, 31
Curacao	New York	17, 20, 24, 31
Dominica	New York	21
Dutch Guiana	New York	21, 23, 24
French Guiana	New York	21, 23, 24
Haiti	New York	16, 23, 30
Jamaica	New York	17, 24, 26, 27, 31
Martinique	New York	24
Nicaragua	New York	17, 28
Panama and Canal Zone	New York	17, 20, 23, 28
Paraguay and Uruguay	New York	15
Peru	New York	17
Porto Rico	New York	17, 24, 31
Salvador	New York	17, 20, 28
Saint Kitts-Nevis	New York	24
Turk's Island and Dominican Rep.	New York	20, 24
Uruguay	New York	22
Venezuela	New York	17, 20, 24, 26, 31

ITALIAN MARKET FOR CHEMICALS

Trade Commissioner W. McL. Clarke

Milan, November 15, 1921.—During the past week the writer has been in touch with an important firm of chemical importers at Milan which wishes to obtain supplies of caustic soda and carbonate of soda in Canada. The two countries generally furnishing the largest quantities of these products to Italy in the past have been Great Britain and France. Now, however, owing to an agreement between two of the best-known manufacturing houses in Paris and Liverpool by which the English house undertakes not to export its products to Italy for two years, it would seem that Canadian producers would have a favourable opportunity for the introduction of their products.

What is principally required by the trade here is caustic soda (66/67, 70/72 and 76/77), the second formula being the one most frequently asked for. If Canadian prices and quality were in competition this one firm alone would be prepared to take at least from 4,000 to 6,000 tons of caustic soda per year. During 1920 the total importation of caustic soda into Italy amounted to 23,459 tons, of which France supplied some 8,611 tons, Great Britain 7,006 tons, and the United States 7,381 tons. It may be pointed out that the Italian duty on liquid caustic soda is 2 gold lira per quintal, and on solid caustic soda 4½ gold lira per quintal.

Canadian firms interested would be well advised, the writer believes, to get in touch with the Milan inquirer. See Trade Inquiry No. 3609 of this issue of the *Weekly Bulletin*, page 958.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 7, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending November 30, those for the week ending December 1 are also given for the sake of comparison:—

		Parity	Week ending December 1, 1921	Week ending December 7, 1921
Britain.. .. ..£	1.00	$4.86	$4.3763	$4.4225
France. .. ..Fr.	1.	.193	.0768	.0813
Italy.. .. ..Lire	1.	.193	.0455	.0467
Holland .. ..Florin	1.	.402	.3888	.3887
Belgium .. ..Fr.	1.	.193	.0732	.0782
Spain. .. ..Pes.	1.	.193	.1520	.1541
Portugal. .. ..Esc.	1.	1.08	.0902	.0921
Switzerland.. .. ..Fr.	1.	.193	.2083	.2083
Germany. .. ..Mk.	1.	.238	.0047	.0051
Greece. .. ..Dr.	1.	.193	.0448	.0446
Norway.. .. ..Kr.	1.	.268	.1562	.1570
Sweden.. .. ..Kr.	1.	.268	.2590	.2602
Denmark. .. ..Kr.	1.	.268	.2045	.2038
Japan. .. ..Yen	1.	.498	.5248	.5217
India.. .. ..R.	1.	2s.	.2952	.2954
United States.. .. ..$	1.	$1.00	1.0934	1.0840
Argentina .. ..Pes.	1.	.44	.3526	.3553
Brazil. .. ..Mil.	1.	.3245	.1421	.1382
Roumania. .. ..Lei	1.	.193	No quotation	No quotation
Shanghai, China.. ..Tael	1.	.631	.8597	.8415
Batavia, Java.. ..Guilder	1.	.402	.3854	.3892
Singapore, Straits Settlements.. .. ..$	1.	.49	.5084	.5180
Jamaica. .. ..£	1.	4.86	4.3778	4.4485
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.90 11/32-.93 7/32	.91 13/16
St. Kitts. .. ..$	1.	1.		.94 13/16
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Winnipeg and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

Foodstuffs

3607. **Milk products, canned meats and fruits, and sauces.**—A London company who are owners of a brand of Danish cream, claim an established connection throughout the United Kingdom which would enable them to handle any Canadian milk lines, other articles of interest being canned meats and fruits, and sauces.

3608. **Fish, provisions, lard.**—A reliable French firm desires to get in touch with Canadian producers of salmon, lobster, salt provisions and lard.

Miscellaneous

3609. **Caustic soda and carbonate of soda.**—An important firm at Milan is anxious to place orders in Canada for caustic soda (66/67, 70/72, 76/77) and carbonate of soda, and to become the Italian agents for Canadian producers of these products. (See article on page 957 of this issue.)

3610. **Iron and steel products.**—A Glasgow firm of iron and steel merchants and metal brokers will be glad to get in touch with first-class Canadian manufacturers or merchants of iron and steel, etc., with a view to doing business as merchants or acting as their agents in Scotland—angles, billets, bars, tubes, bolts, and nuts; rivets and chains, etc.

3611. **Heavy chemicals, fertilizers, asbestos, graphite, etc.**—A Glasgow firm of import merchants of standing, who import principally asbestos, chrome, manganese and iron ores, beauxite nickel, magnesite, talc, graphite, and all minerals; fertilizers, phosphate, bone meal, dried blood, tankage, fish meal, acetate of lime, and all heavy chemicals, and who have already a good connection with Canadian exporters, are still open for further business with reliable firms.

3612. **Iron and steel materials.**—A London company with agents in Australia and South Africa, are prepared to act as agents for the United Kingdom for responsible Canadian manufacturers of iron and steel in angles, bars, billets, plates; drop forgings, tubes, bolts and nuts, wire rods, wire and cut nails, tacks, screws, rivets, chains.

3613. **Paper, boards, glue, buckram, etc.**—A London firm of general merchants are open to represent Canadian manufacturers of paper, boards, glue, buckram, and bookbinders' cloth.

3614. A Canadian, thirty-eight years old, with many years' experience in various foreign fields, thoroughly familiar with general export, import, banking, foreign. commercial financing and representation, knowing fluently Spanish, Portuguese and French, wishes to connect in high-grade executive position with important company handling Canadian products abroad.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Halifax

To Liverpool.—*Canada,* White Star-Dominion Line, Dec. 16; *Vedic,* White Star-Dominion Line, Jan. 9.

To Glasgow.—*Cassandra,* Anchor-Donaldson Line, Dec. 30.

To Plymouth, Cherbourg, Hamburg.—*Saxonia,* Cunard Line, Dec. 10; *Lapland,* White Star-Dominion Line, Dec. 23.

To St. John's, Nfld.—*Canadian Miner,* Canadian Government Merchant Marine, Dec. 22; *Sable Island,* Farquhar & Co., Dec. 17 and 26.

To Barbados, Trinidad, and Demerara.—*Canadian Logger,* Canadian Government Merchant Marine, Dec. 14; *Canadian Harvester,* Canadian Government Merchant Marine, Dec. 28.

To Rio, Santos, Montevideo, and Buenos Aires.—*Canadian Seigneur,* Canadian Government Merchant Marine, Jan. 14.

To London.—*Comino,* Furness, Withy & Co., Dec. 17.

To Hull.—*Wyncote,* Furness, Withy & Co., Dec. 20.

To Australia and New Zealand Ports.—*Canadian Spinner,* Canadian Government Merchant Marine, Dec. 28.

To Manchester.—*Manchester Importer,* Furness, Withy & Co., Dec. 26.

To Santiago (Cuba) and Kingston (Jamaica).—*Caledonia,* Pickford & Black, Jan. 4.

To Bermuda, West Indies, Demerara.—*Chaudiere,* Royal Mail Steam Packet Co., Dec. 23; *Chaleur,* Royal Mail Steam Packet Co., Jan. 6.

To Nassau (Bahamas) and Belize (British Honduras).—*Canadian Forester,* Canadian Government Merchant Marine, Dec. 23.

To Guantanino, Santiago, Manzanilo (Cuba), Kingston (Jamaica), and Jamaica Outports.—*Nevis,* Pickford & Black, Dec. 21 and Jan. 18.

From St. John

To Liverpool.—*Canadian Explorer,* Canadian Government Merchant Marine, Dec. 14; *Melita,* Canadian Pacific Steamships, Ltd., Dec. 22; *Canadian Leader,* Canadian Government Merchant Marine, Dec. 28; *Hastings County,* Canada Steamship Lines, Ltd., Jan. 3.

To London.—*Comino,* Furness Line, Dec. 15; *Evanger,* Canada Steamship Lines, Ltd., Dec. 18; *Bolingbroke,* Canadian Pacific Steamships, Ltd., Dec. 21; *Hoerda,* Canada Steamship Lines, Ltd., Dec. 29; *Bosworth,* Canadian Pacific Steamships, Ltd., Dec. 30; *Grey County,* Canada Steamship Lines, Dec. 31; *Wisley,* Canada Steamship Lines, Ltd., Jan. 3; *Cornish Point,* Furness, Withy Co., Jan. 7.

To Glasgow.—*Canadian Aviator,* Canadian Government Merchant Marine, Dec. 17; *Lakonia,* Cunard Line, Dec. 24; *Pretorian,* Canadian Pacific Steamships, Ltd., Dec. 28; *Bothwell,* Canadian Pacific Steamships, Ltd., Dec. 30.

To Manchester.—*Manchester Importer,* Furness, Withy & Co., Dec. 24.

To Cardiff and Swansea.—*Canadian Squatter,* Canadian Government Merchant Marine, Jan. 3.

To Belfast and Dublin.—*Fanad Head,* Head Line, Dec. 24.

To Naples and Genoa.—*Caserta,* Canadian Pacific Steamships, Ltd., Dec. 16.

To St. John's (Nfld.).—*Mapledawn,* Canada Steamship Lines, Dec. 16.

To South Africa.—*Jebba,* Elder-Dempster & Co., Ltd., Dec. 15.

To Southampton and Antwerp.—*Scandinavian,* Canadian Pacific Steamships, Ltd., Dec. 24.

To Australia and New Zealand.—*Wargaratta,* New Zealand Shipping Co., Dec. 20.

To Rotterdam and Hamburg.—*Ballygally Head,* Head Line, Dec. 28.

To Rio, Santos, Buenos Aires, and Montevideo.—*Hydaspes,* Houston Line, Dec. 30.

From North Sydney

To St. John's (Nfld.).—*Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Auckland, Wellington, Melbourne, Adelaide, and Sydney.—*Canadian Skirmisher,* Canadian Government Merchant Marine, Dec. 30.

To New Zealand and Australian Ports.—*Waihemo,* Canadian-Australasian Royal Mail Line, Jan. 10.

To Yokohama, Kobe, Shanghai, and Hong Kong.—*Fushimi Maru,* Nippon Yusen Kaisha, Dec. 20.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Manila Maru,* Osaka Shosen Kaisha, Dec. 16; *Ixion,* Blue Funnel Line, Dec. 25.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Empress of Japan,* Canadian Pacific Steamships, Ltd., Dec. 21.

To Calcutta and Bombay.—*Canadian Inventor,* Canadian Government Merchant Marine, Jan. 4.

To Yokohama and Kobe.—*Tokiwa Maru,* Nippon Yusen Kaisha, Dec. 27.

To London, Liverpool, and Glasgow.—*Nichteroy,* Royal Mail Steam Packet Co., Jan. 15.

To London, Rotterdam, Amsterdam, Antwerp, and Hamburg.—*Moerdjil,* Royal Mail Steam Packet Co., Dec. 25.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, Dec. 17.

STRAITS SETTLEMENTS RUBBER EXPORTS

The Malay States Information Agency of London has announced that, according to an official cablegram from Singapore, 10,794 tons of plantation rubber (transhipments, 1,203 tons) were exported from the Straits Settlements ports in the month of September, as compared with 7,939 tons in August and 9,791 tons in the corresponding month last year. The total export for the first nine months of 1921 was 73,243 tons, as against 10,720 tons for the same period in 1920, and 109,952 tons in the same period in 1919. These latter figures include transhipments of rubber from various places in the neighbourhood of the Straits Settlements, such as Borneo, Java, Sumatra, and the non-federated Malay states, as well as rubber actually exported from the colony, but do not include rubber exports from the Federated Malay States.

The same agency reports the official announcement from Kuala Lumpur of the export of 9,649 tons of rubber from the Federated Malay States in the month of September. This compares with 7,603 tons in August and 7,605 tons in the corresponding month last year. To the end of September exports amounted to 64,315 tons, as against 80,263 tons in the first nine months of 1920, and 79,824 tons in the corresponding period of 1919.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc.. and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30, Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Address: 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnson, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, 18A Duke street, Kingston.

Japan.

A. E. Bryan, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, P.O. Box 121, Singapore. *Cable Address, Canadian.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Address: Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, 1463 Broadway, New York City. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W. L. Griffith, Secretary to the Office of the High Commissioner for Canada, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

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WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE SERVICE

CANADA

Published by Authority of the Hon. H. H. Stevens
(*Minister of Trade and Commerce*)

OTTAWA
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1921

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WEEKLY BULLETIN

Issued Every Monday by the Department of Trade and Commerce, Ottawa.

Ottawa **Monday, December 19, 1921** **No. 933**

CANADIAN MANUFACTURERS INVITED TO STATE THEIR PROBLEMS IN EXPORT SHIPMENTS

Canadian manufacturers who encounter difficulties in connection with foreign shipments, and particularly in relation to packing, marking, the preparation of documents, or correspondence, are invited to submit their problems to the Director, Commercial Intelligence Service, who will be very glad to assist in their solution.

"THE INDIAN EMPIRE AS A MARKET FOR CANADIAN PRODUCTS"

A report under the above title by Mr. H. R. Poussette, Director, Commercial Intelligence Service, is now in the hands of the printers and will shortly be available for distribution. Mr. Poussette spent the greater part of 1920 in India and the Middle East studying trade and economic conditions, with a view to ascertaining how much of the market requirements of those regions might be supplied by Canadian exporters.

A portion of this report, that dealing with the import markets of India and the Middle East, has already been published in the *Weekly Bulletin* and is being reprinted. Those sections which are now being first published include chapters on the Peoples and Provinces of India; Agricultural Conditions; Natural Resources and Industries; Agriculture, Livestock, and Dairying; Railways, Ports and Rivers; and Economic and Labour Conditions. An analysis is given of imports into the Indian Empire in commodities in which Canada might offer effective competition. Special chapters are devoted to the Indian Tariff and to Packing and Documentation for India and the Middle East. In the appendices are included, for the information of Canadian importers, details of certain of the industries of India, such as tea, jute, cotton, and steel. A full Index and a specially prepared map of India will complete the work, which it is expected will extend to over 160 pages.

The report will be issued post free to Canadian exporters and others interested; the sale price outside Canada will be 35 cents. As the edition is limited, immediate application for copies should be made to the Director, Commercial Intelligence Service, Ottawa.

CANADIAN EXPORTS TO UNITED STATES AFFECTED BY EMERGENCY TARIFF, NOVEMBER, AND SIX MONTHS JUNE TO NOVEMBER, 1921, AND COMPARISON WITH CORRESPONDING PERIODS IN 1920

The United States Emergency Tariff Act was passed by Congress on May 23, signed by the President on May 27, and became effective on May 28. The table overleaf shows, as far as these are given separately in Canadian statistical records: (1) the articles which Canada has been exporting to the United States affected by the Act with the respective rates of duty; (2) quantities and values of these articles exported in November, 1920, as compared with those in November, 1921—the sixth full month of the operation of the Emergency Tariff Act; and (3) quantities and values for the six months June-November, 1920, as compared with the corresponding period in 1921.

Canadian Exports to United States Affected by Emergency Tariff, November, and Six Months, June to November, 1921, and Comparison with Corresponding Periods in 1920. (Compiled by the External Trade Branch, Dominion Bureau of Statistics)

Tariff Number and Article	Rate of Duty	Unit of Quantity	Month of November 1920 Quantity	Month of November 1920 Value	Month of November 1921 Quantity	Month of November 1921 Value	Six Months ended November 1920 Quantity	Six Months ended November 1920 Value	Six Months ended November 1921 Quantity	Six Months ended November 1921 Value
				$		$		$		$
177 Sugars, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete, and concentrated molasses, testing by the polariscope not above 75 degrees and for every additional degree shown by the polariscope in addition and fractions of a degree in proportion	Per pound. 1 16/100 cent; 4/100 cent	Lb.	360,625	43,854	....	....	49,921,489	8,943,492	11,730	984
Molasses testing not above 40 degrees	24 per cent *ad val.*	Gal.	40,827	4,955	79,046	4,213	397,715	42,398	634,998	31,861
Molasses testing above 40 degrees and not above 56 degrees	Per gallon. 3½ cents									
Molasses testing above 56 degrees	7 cents									
ex 181 Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies, when mixed or packed together— If unstemmed; If stemmed	Per pound. $2.35; $3.00	Lb.	2,958	4,522	2,197	604	23,183	31,236	3,171	933
195 Butter and substitutes therefor	6 cents	Lb.	671,456	336,948	969,826	365,310	4,776,888	2,494,455	2,254,914	809,278
196 Cheese and substitutes therefor	23 per cent *ad val.*	Lb.	11,969	4,701	1,053,570	129,534	376,658	108,503	2,295,434	329,738
ex 197 Beans not specially provided for	Per pound. 2 cents	Bush.	199	1,099	2	8	4,105	19,675	26	32
208 Onions	Per bush. of 57 lbs. 40 cents	....	....	....	....	....	....	....	....	....
ex 212 Flax seed	Per bush. of 56 lbs. 30 cents	Bush.	47,546	122,183	171,699	309,061	641,803	2,082,717	2,148,181	4,127,610
ex 217 Apples	Per bush. 30 cents	Brl.	4,808	23,276	113,728	557,840	22,266	93,101	463,753	2,279,168
ex 465 Corn or maize	15 cents per bush. of 56 lbs.	Bush.	....	....	....	....	1,552	3,442	2,150	2,164
ex 545 Fresh or frozen beef, veal, mutton, lamb and pork	2 cents per pound	Lb.	5,787,100	970,985	4,923,100	625,504	25,753,300	4,622,214	17,550,600	2,228,527
Meats of all kinds, prepared or preserved, not specially provided for	25 per cent *ad val.*	Lb.	277,850	49,347	116,742	15,639	1,985,270	416,760	718,267	107,934
547 Milk, fresh	2 cents per gallon	Gal.	142,105	45,927	125,845	28,024	1,063,388	286,151	823,327	177,838
Cream	5 cents per gallon	Gal.	110,050	187,881	121,611	186,012	1,022,707	1,594,072	1,065,129	1,624,076
Milk, preserved or condensed or sterilized by heating or other processes, including weight of immediate coverings	2 cents per pound	Lb.	524,450	66,150	373	115	8,879,175	1,295,293	1,196,258	195,989
ex 581 Potatoes	25 cents per bush. of 60 lbs.	Bush.	674,547	634,601	171,195	184,044	1,472,392	1,979,350	464,424	447,529
ex 619 Cattle	30 per cent *ad val.*	Head	78,982	6,184,691	59,908	864,167	220,667	17,149,838	119,638	2,369,553
Sheep one year old or over; Sheep less than one year old	2 dollars per head; 1 dollar per head	Head	40,312	374,822	13,965	79,524	146,414	1,426,008	76,838	421,881
ex 644 Wheat	35 cents per bush.	Bush.	8,623,718	19,976,706	4,156,509	4,521,067	18,588,728	45,138,530	7,558,325	9,700,297
Wheat flour and semolina	20 per cent *ad val.*	Brl.	195,922	2,167,367	101,068	655,871	412,834	4,797,573	159,241	1,059,105
x 650 Wool commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools— Unwashed; Washed; Scoured	15 cents per pound; 30 cents per pound; 45 cents per pound	Lb.	339,283	88,383	24,180	2,426	2,327,049	929,634	127,146	13,562
			....	31,288,398	....	8,528,963	....	93,454,442	....	25,928,059

GENERAL SURVEY OF FLOUR MARKET IN JAPAN

Trade Commissioner A. E. Bryan

Yokohama, November 15, 1921.—There is a market to be had in Japan for Canadian flour if our mills will make a grade that compares favourably with Australian and United States flour both in quality and price. This is the situation in a nutshell.

Canadian flour as we know it is too good in quality to compete in price with the soft wheat product from the western part of the United States. It is therefore necessary for Canadian mills to make a special "cut off" grade from hard wheat which will bring the price into line with our competitors and at the same time satisfy the Japanese consumer with its quality.

There are heavy shipments of flour now arriving from the Pacific Coast of America. In fact for the first eight months of this year 334,889 piculs (22,270 tons) of flour have already been imported, and it is said that 140,000 bags arrived during September and October.

The fact that so much flour has been imported of late has caused the market to sag badly. The price of the local product ranges between yen 4.15 and yen 5.15 per bag of 49 pounds, depending on grade. The demand for flour in Japan is regulated for the most part by the general conditions of the rice crop. If there is a good crop and the tendency points to a full harvest, the importations of foreign flour are more or less unnecessary, unless it be to bring down the prices of the local product. If, on the other hand, there is a decrease estimated in the rice harvest owing to unfavourable weather or otherwise (as is the case this year), then there is bound to be a greater demand for flour to make up this deficiency.

USES OF FLOUR IN JAPAN

When there is a shortage of rice or the price of it is too high, the Japanese substitute other foods in place of the rice that they would ordinarily consume if the price of it were within their means. The food which is generally eaten instead of rice is what the Japanese call "udon," a kind of macaroni or vermicelli made from flour. By far the largest part of the flour consumed in Japan is used for this purpose. This macaroni is boiled and eaten in the same manner as rice. Then, again, there are small bakeries scattered throughout the cities and towns making buns and bread of various kinds which are gradually becoming more popular with the public as a daily foodstuff. It is, however, as well to say here that rice is much preferred as a food to bread or flour in any form.

QUALITY PREFERRED

A flour made from soft wheat is generally preferred in Japan for two reasons. In the first place it is cheaper, and this question of price is probably the most important factor to consider when studying this trade. In the second place it is easier to work up or knead. The Japanese bakeries do most of their mixing by hand. They find Canadian flour, as compared with the soft wheat product, very tough and difficult to knead.

On the other hand it is well known in Japan that, after the bread is baked, a better product results from Canadian flour. Not only that, but in Japan colour is an important factor. The whiter the flour is the better quality it is supposed to be; for this reason the colour of Canadian flour is desired. Those bakeries which are large enough to use machinery for mixing prefer our flour, and say that it gives a more delicate flavour and rises better than other flour. In fact it is stated that whereas twenty-two loaves of bread can be obtained from a certain quantity of Japanese or imported soft wheat flour, twenty-three loaves can be figured on from the same quantity of Canadian flour.

DOMESTIC FLOUR

There are a number of large flour mills in Japan built on modern lines. These mills use about 5,120,000 koku of wheat (25,500,000 bushels) and turn out about 25,000,000 bags of flour a year.

The product manufactured by these mills is blended from different wheats. Up to the present hard Manchurian wheat has been popular, while large quantities of Australian wheat have been imported during the last couple of years owing to the fact that it is cheaper than any other. American "Walla Walla" wheat has also established itself in Japan, and already this year some 18,000 tons of it have been imported. These, together with the native wheat, are blended in such a way that a very good grade of flour is milled in Japan, comparing favourably with the imported article. The chief difficulty just now seems to be that the local mills have not been able to reduce their prices to the level prevailing on our side, with the result that, as stated previously, large quantities of American flour have recently been imported. Smaller parcels of Canadian first-grade flour have also been introduced, and one firm here has 30,000 bags on order for immediate delivery.

Samples of Japanese-made flour are being sent the Department of Trade and Commerce, Ottawa, where they can be inspected by those interested on application to the Director, Commercial Intelligence Service. The present market price of this grade of Japanese flour is yen 4·15 per bag (49 pounds).

Imported flour is used by the larger bakery shops, who generally mix it with the local product in the proportion of two to one. They say it gives them a better and a whiter loaf than could be obtained by using 100 per cent Japanese flour. Ninety per cent of the flour used in Japan is consumed by the bakeries and the manufacturers of macaroni, but the latter trade uses Japanese flour almost entirely. It would seem that there would be a market here among the manufacturers of macaroni for a lower-grade flour if such could be produced on our side to compete with Japanese flour.

METHOD OF DISTRIBUTION

Foreign flour is always imported into Japan by import and export houses. In the large cities there are flour merchants of first, second and third-class standing. The importer usually sells to a first-grade merchant, who in turn supplies both the second and third-grade dealers and also the larger consumers. In some cases the big bakery or manufacturer goes direct to the importer and buys, when he can do so, at a saving over purchases of Japanese flour. Large quantities of flour in the past (and perhaps this year too) have been imported on speculation. The buyers hold it in their warehouses until the propitious moment comes when they can throw it on the market in competition with the local manufactured flour.

FINANCING OF PURCHASES

Responsible importers are always in a position to open irrevocable letters of credit for purchases of flour. On the other hand, they generally receive cash on delivery from their merchant clients, although often they sell on 30 to 60-day notes to firms whom they know are reliable.

PACKING REQUIRED

Flour imported from Canada and the United States always comes in 49-pound cotton sacks. Although it would be better to pack in double bags, yet this is said to be too expensive; accordingly single bags are preferred. The last shipment of Canadian flour arrived about a week ago. The writer noticed that a few of the bags had come unsewn at the mouth. Care should be taken to see that all bags are sewn up securely.

DUTY ON FLOUR

The import duty on Canadian flour (as it is from all other countries) is yen 1·85 per picul (133 pounds). It is said that the Flour Mill Union petitioned the Government a few months ago that this duty be increased, as it did not give them sufficient protection. However, no changes have been made in the rate of duty, and responsible opinion is to the effect that the tariff on flour will remain as it is for some time.

SAMPLES AND PRICES

Any Canadian mills interested in the Japanese market would do well to send samples in duplicate to the Canadian Trade Commissioner's office. Where firms in Japan are interested prices can be obtained by cable, or whenever a mill has an attractive offer to make if it will cable to this office the bid can be laid before those likely to be interested.

The names and addresses of flour importers in Japan can be obtained by Canadian firms on application to the Director, Commercial Intelligence Service, Ottawa.

IMPORTS OF FLOUR

The statistics of the purchases and sales of flour by Japan show that advantage was taken of the war period to develop her flour business. In fact, in the year 1917 exports of flour were double the imports in any one year. This condition of affairs, however, was purely the result of the war. Since then the trade in flour, both import and export, is assuming a more normal trend. While exports have greatly fallen off, imports have increased—particularly in 1919 on account of the rice shortage. When the countries of origin are published for 1920, it will be seen that American flour is becoming more of a factor in this trade. This is due to the fact that prices on our side have declined to about pre-war levels. The writer is therefore of the opinion that from now on there will be a market in Japan for Canadian flour. The rice crop of Japan this year is 14 per cent less than that of last year and 5 per cent below normal. This will mean that foreign rice, wheat and flour must be brought in to make up the deficiency. It will be well for our Canadian mills therefore to watch this market carefully.

The imports of flour for the years 1914, 1917, 1918, 1919, 1920, and for the first eight months of this year, follow. Statistics of the exports of flour for the periods stated are on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application to the Director, Commercial Intelligence Service (quoting file No. 27091).

IMPORTS OF FLOUR INTO JAPAN

(one picul=133 pounds)

	1914 Picul	1917 Picul	1918 Picul	1919 Picul	1920 Picul	1921 Picul
Canada	17,965	......	......	......	Countries of Origin not published yet	For the first eight months ending August
China	24	......	68,331	590,575		
Kwantung Province	406	......	12,701	750		
Hong Kong	......	......	......	......		
India	239	......	......	......		
Great Britain	491	......	......	......		
Russia	158	......	......	......		
United States	180,183	718	......	1,729		
Australia	1,602	4,670	20,713	55,125		
Argentina	......	......	......	1,619		
Total	201,103	5,839	101,805	650,185	232,918	313,058

AUSTRALIAN FINANCIAL CONDITIONS

Trade Commissioner D. H. Ross

Melbourne, November 8, 1921.—November opened up with a satisfactory outlook, and trade is being encouraged by the assurance of a good harvest, hence wholesale distributors are experiencing quite a revival in trade. It is not overlooked that, even with an excellent season, the decline in prices of primary products—such as wool, meats, and dairy products—will give producers a less monetary return than last season.

The improved position of the wool market (despite the low prices being realized for cross-bred wool) has caused an increase in the quantity to be offered at the last three months of 1921 from 400,000 bales to 500,000 bales. The October sales in Victoria closed firm with prices from 5 to 15 per cent higher than in September.

The Commonwealth Government recently floated a loan of £5,000,000 in London which carries interest at the rate of 6½ per cent.

A marked revival in the demand for Commonwealth war bonds was experienced in October. In this connection, it is stated that, owing to the favourable exchange situation for buyers, this class of investment has attracted American capital.

The mining industry has been adversely affected by high wages and low prices ruling for copper, zinc, and lead. Through prolonged strikes, and miners refusing to accept lower wages, the more important mines have closed down until market conditions improve.

During the last week, the Premiers of the Australian States have been in conference in Melbourne with the Commonwealth Government in respect to the control of wheat for the coming season, and in regard to the basic wage award and impending legislation affecting the country as a whole.

Through the conservative policy adopted by Australian banks, the volume of imports continues moderate in comparison with that of the similar period of 1920. Purchasing credits are only extended to commercial houses of undoubted standing and, even to them, upon a conservative basis. The necessity for maintaining due equation between imports and exports is being recognized as an imperative necessity. Under existing circumstances, the placing of large orders oversea cannot be anticipated until such time as exports show considerable expansion.

The trading position remains sound, but without any marked activity. The failures and compositions during the last six months have been surprisingly few. There is yet considerable deflation to be achieved, but the undoubted improvement in the commercial situation in recent months is being maintained.

PROPOSED CO-OPERATIVE SHIPPING COMPANY FOR NEW ZEALAND

The New Zealand Farmers' Union, through its president, has published plans for a co-operative company for overseas shipping to be called the Mercantile Shipping Board, according to a report from the United States Consul General at Auckland. Equal contributions by the Government and by agricultural interests are contemplated, the latter to be collected from the various groups pro rata according to the value of their produce. Refrigerated meats and their by-products, wool, pelts, flax and dairy products are the groups specified. Each group, together with the Government, is to receive scrip in proportion to its contribution, on which dividends are to be paid when earned. Representation on the board will be given to each contributing organization and association in proportion to its contributions.

THE STATE OF VICTORIA (MELBOURNE) TIMBER TRADE

Trade Commissioner D. H. Ross

Melbourne, November 8, 1921.—Over a long period of years a timber expert in Melbourne has prepared annually a comparative statement of the importation of timber into the State of Victoria and the annual consumption. This tabulation has always been prepared with great care, and it is accepted by the trade without demur as an authoritative return. It may be stated that Victoria is the only state in the Commonwealth for which the detailed returns have been tabulated. While larger quantities of timber are imported into New South Wales, and the importations into the two states vary considerably, the figures given for Victoria can be accepted as an illustration of the trend of the timber trade in all the Australian states during the last three years.

The importations into Victoria are shown thus:—

Timber	1918-19 Super ft.	1919-20 Super ft.	1920-21 Super ft.
Total importations..	40,324,000	42,687,000	92,239,000
Total consumption..	39,510,000	56,393,000	67,353,000
Total stocks held..	39,407,000	25,701,000	50,587,000

CLASSIFICATION AND QUANTITIES TIMBER IMPORTED

The fluctuations in the quantities in each classification imported into Melbourne during the fiscal years ended June 30 of 1919, 1920, and 1921, are illustrated in the appended schedules:—

Class	1918-19 Super ft.	1919-20 Super ft.	1920-21 Super ft.
Red deals..	......	158,000	80,000
Baltic floorings, etc., dressed.. ..	533,000	13,007,000	34,753,000
Spruce and hemlock..	208,000	56,000	....
Oregon (Douglas fir)..	9,596,000	9,234,000	20,187,000
Sugar and yellow pine..	609,000	99,000	1,256,000
Redwood..	8,527,000	6,964,000	17,368,000
Dressed American shelving..	19,000	....	....
New Zealand kauri..	3,703,600	1,014,000	1,465,000
New Zealand white pine and rimu	17,129,000	12,141,000	17,119,000
Clear pine..	......	14,000	11,000
Laths.. .. .. (number)	2,540,000	6,859,000	11,157,000
Pickets .. .. (number)	108,000	606,000	565,000

TIMBER STOCKS HELD IN MELBOURNE AT JUNE 30, 1921

A tabulated statement of the stocks of timber held in Melbourne at the close of each fiscal year from 1919 to 1921, inclusive, is submitted thus:—

Class	1918-19 Super ft.	1919-20 Super ft.	1920-21 Super ft.
Red deals..	1,055,000	572,000	366,000
Baltic floorings, etc., dressed..	1,072,000	5,154,000	18,173,000
Spruce and hemlock..	480,000	124,000	26,000
Oregon (Douglas fir)..	8,192,000	5,086,000	8,887,000
Sugar and yellow pine..	1,514,000	542,000	977,000
Redwood..	4,836,000	3,981,000	11,230,000
Dressed American shelving....	27,000	7,000	....
New Zealand kauri..	6,383,000	881,000	1,612,000
New Zealand white pine and rimu.. ..	15,822,000	9,334,000	9,291,000
Clear pine..	26,000	20,000	25,000

FAVOURABLE PROSPECTS IN AUSTRALIAN TIMBER TRADE

The compilation submitted in previous paragraphs indicates the fluctuation of the timber trade in one of the principal Australian states, and should prove illuminative to Canadian exporters.

It will be some time hence before the official trade returns—showing the 1920-21 importations from all countries—will be published. Through the facilities granted, chiefly by the steamers of the Canadian Government Merchant Marine, the exports from Canada to Australia for the last year should show an encouraging increase over those for a long period of years previous. Steamers from British Columbia are coming forward from month to month with considerable cargoes of timber, and exporters are endeavouring to obtain at least a fair proportion of the orders for Australian requirements.

There is a great shortage of houses throughout Australia, and while the wages in the building trade are high and somewhat stringent financial conditions continue, yet the lowering of oversea prices and ocean freights points to a reduction in building costs. Hence, in expert opinion, the outlook indicates a fairly active demand and the continuance of importations upon a considerable scale during the next few months.

DECLINE IN VALUE OF AUSTRALIAN IMPORTS

Trade Commissioner D. H. Ross

Melbourne, November 8, 1921.—As forecasted in reports in recent months, the record Australian importations in 1920 are being followed by a sharp decline in 1921. Practically every schedule shows a marked contraction, and it is anticipated that the figures will continue to show a further marked decline during the next six months.

Taking the first quarter (July to September) of the present fiscal year, the imports were less by £20,615,987 than in the similar period of 1920.

In comparison with the previous period the items responsible for the chief decreases were:—

Class	Decrease	Class	Decrease
Foodstuffs	£ 1,153,117	Rubber and leather	£ 755,772
Beverages, non-alcoholic	70,843	Timber and wicker	177,214
Spirits and liquors	106,373	China, glass, etc.	430,010
Tobacco, cigars, etc.	400,267	Paper and stationery	685,875
Animal substances, not food	271,918	Jewellery, clocks, etc.	432,478
Vegetable substances and fibres	779,479	Optical and scientific instruments.	52,287
Apparel and textiles	10,012,731	Drugs and fertilizers	907,387
Oils, fats and waxes	817,362	Musical instruments and electrical wire	966,551
Agricultural machinery and manufactures of metal	1,554,804		

AUSTRALIAN EXPORTS, JULY-SEPTEMBER QUARTER

For the first quarter in the fiscal year, the exports declined by £2,871,585 as compared with the similar period of 1920. The exports, however, exceeded the value of the imports by £4,562,478, which indicates an encouraging return to normal trading conditions.

The items responsible for the chief decreases were:—

Animal substances, skins, wool, etc.	£1,840,508
Ores, copper, lead, zinc, etc.	1,585,788

Substantial increases were shown in exports of butter, wheat, flour, and other vegetable foodstuffs.

MARKETS FOR READY-CUT HOUSES IN THE LEVANT AND SPAIN

According to the United States *Commerce Reports,* there is a market in the Levant for portable houses due to a serious shortage of buildings. It is also announced that the Spanish Government is also in the market for ready-cut houses, to be used chiefly for workmen's dwellings.

THE YIELD OF POTATOES IN ENGLAND AND WALES

Trade Commissioner Harrison Watson

December 2, 1921.—The Ministry of Agriculture has now issued the preliminary statement showing the estimated total produce and yield per acre of the potato and root crops in England and Wales.

It is reported that although potatoes were planted in good time and under favourable conditions, young plants were damaged by late frosts in many parts of the country, especially in the east of England, where the crops never recovered. The prolonged drought also checked growth, and the yields on light land were very poor, sprouting becoming very general during August. The total yield, however, is estimated at 2,958,000 tons of potatoes, which is 200,000 tons less than in 1920, but nearly 230,000 greater than in 1919.

Although the production is larger than in any year previous to 1917, this is due to increased area, as the yield per acre for 1921 (5·3 tons) is about 16 cwt. per acre under average, and half a ton less than the poor crop of last year. Smaller yields per acre have only been recorded three times in the last thirty-five years.

ROOTS

As would be anticipated from earlier reports, the root crops have generally turned out very badly. In the case of turnips and swedes, the yield per acre, now estimated at 7·4 tons, is five tons below average and the smallest on record. The total estimated production (6,600,000 tons) is less than half the 1920 yield, and 5,700,000 tons below the ten years' average.

Mangolds overcame the dry conditions somewhat better, and early sown crops have been fairly satisfactory. The total production, however, is estimated at 6,280,000 tons or about 1,000,000 tons less than in 1920. The actual yield (16·8 tons to the acre) is nearly 2 tons below average.

Results in Scotland and Ireland, which are collected by the local Boards of Agriculture, have not yet been issued.

REGULATION OF PAPER PRICES IN SPAIN

A royal decree, issued in Spain, setting forth the regulations for the application of the royal decree of March 26 regarding the paper industry, provides for the creation of a commission which should meet each month to fix the prices of paper.

MARKET FOR STEEL PLOUGHS IN SIAM

There is an excellent opportunity for the introduction of modern steel ploughs into Siam for use in preparing rice lands, according to a report from Consul James P. Davis, at Bangkok, published in the *United States Commerce Reports*. Rice growing is the greatest industry of the country, furnishing the food staple for the entire population and 1,000,000 tons or more annually for export, the primitive wooden ploughs still being largely used for preparing the soil for this immense crop. It is suggested that the "carabao" plough which is being used extensively in the Philippine islands is well adapted for use in this country. This plough has a steel beam and one steel handle with about a 6-inch cut, and should prove as popular in Siam as it has under similar conditions in the Philippines.

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CONDITION OF THE PAPER TRADE IN THE UNITED KINGDOM

Trade Commissioner J. E. Ray

Manchester, November 21, 1921.—Inquiries have this week been made among paper manufacturers and importers for the purpose of ascertaining the condition of the trade generally. There can be no doubt that the home mills are quiet, and that they have passed through a very trying period during the last twelve months. Nor are they free from anxiety at the present time. It is generally believed too, that foreign mills are securing the bulk of orders on offer.

IMPORTS OF PAPERS

The following statistics illustrate the character and quantity of papers imported during the first ten months of the present year, compared with the corresponding period of 1920. It will be observed that the general trade depression is reflected in the paper as in every other business. It will be seen that less than half the total quantity of the 1920 period was imported in a similar period of the present year. Imports of printings and packings, and wrappings exhibit a decline of 243,592 cwts.

Imports of Paper, etc.

Description	January-October 1920	1921
Printings and writings	2,856,792 cwt.	2,262,217 cwt.
Packings and wrappers	3,607,149 "	1,106,392 "
Coated papers	115,672 "	47,338 "
Stationery	26,949 "	28,609 "
Mill leather and cardboard	1,489,600 "	406,305 "
Strawboard	3,042,912 "	1,281,114 "
Other sorts	329,510 "	208,019 "
Totals	11,448,764 "	5,334,094 "

Printings, not Coated and Writing, in Large Sheets

From		
Sweden	460,356 cwt.	479,308 cwt.
Norway	535,897 "	170,325 "
Germany	147,016 "	61,943 "
Belgium	16,598 "	64,868 "
United States	58,120 "	6,878 "
Canada	152,887 "	5,203 "
Newfoundland	789,217 "	594,160 "
Other countries	676,881 "	879,532 "

Packings and Wrappings, Including Tissue Paper

From		
Finland	379,147 cwt.	141,833 cwt.
Sweden	1,766,675 "	450,001 "
Norway	861,929 "	184,284 "
Germany	188,221 "	122,791 "
Belgium	87,345 "	63,399 "
Canada	108,750 "	12,842 "
Other countries	215,082 "	131,342 "

Coated Papers

From		
Germany	28,725 cwt.	8,288 cwt.
Belgium	39,729 "	11,999 "
France	12,829 "	6,606 "
United States	8,550 "	5,990 "
Other countries	25,839 "	10,455 "

GERMAN COMPETITION

It should be worthy of note at this juncture that German competition is asserting itself especially in connection with packing and wrapping paper. In 1919 the imports of the latter were only 1,689 cwts., whereas the imports during the first ten months of 1920 were 188,221 cwts., and during the corresponding period of this year 122,791 cwts. From the same source, printings and writings rose from 332 cwts. in the whole of 1919 to 147,016 cwts. in the first ten months of 1920, and to 61,943 cwts. in the corresponding months of 1921.

GRANT FOR EMPIRE COTTON-GROWING

Trade Commissioner J. E. Ray

Manchester, November 30, 1921.—In connection with the £1,000,000 granted some months ago by the British Government towards increasing the cultivation of cotton in various parts of the Empire, it is reported that a hitch has taken place regarding the application of the original proposal.

The grant was made condtionally that users of raw cotton in the United Kingdom would consent to a levy of 6d. per bale upon all raw cotton imported. Eighty per cent of the spinners agreed to the principle of the levy, which was collected by the Liverpool and Manchester Cotton Association. It seems, however, that the Liverpool Cotton Association took legal opinion regarding the necessary alteration in their by-laws, and were informed that such a change would not come within the memorandum of their association and would therefore be invalid; and that if agreement to alter the memorandum were arrived at, the by-law passed would not be legally enforceable.

It has now been decided that the Federation of Master Cotton Spinners Associations, the Cotton Spinners' and Manufacturers' Association, and spinners outside those bodies, be approached with a suggestion that legislative action be taken to make the levy compulsory and universal.

COTTON MILLS CLOSING

On account of trade depression the Master Spinners' Federation have taken a ballot of the members using American cotton *re* working short time, the proposal being to reduce production by 50 per cent during December. The ballot failed to give the necessary majority in favour, and the federation decided to let the matter drop. Independently of the ballot, however, production is being curtailed, and a number of mills have closed for an indefinite period.

IRRIGATION PUMPS IN DEMAND IN INDIA

Advices from India report a need for light internal-combustion engines for direct coupling to centrifugal pumps used to convey water from wells for irrigation purposes. It is suggested that an arrangement will be desirable to start the engine light, preventing the pumping load being placed on the engine until the requisite speed is attained. The average depth of wells is about 150 feet, and the average discharge 160 gallons per minute. United States exporters are alive to the requirements, and the United States Trade Commissioner in Bengal reports that India is one of the best markets for American machinery. He considers that rebuilt motor car engines may be adapted for such purposes, or that manufacturers might design a type of engine suitable for pumping.

LARGE LOSSES BY BRITISH WALLPAPER COMBINE

Mr. Harrison Watson, Canadian Government Trade Commissioner in London, in a communication dated November 25, states that while almost all industrial and commercial enterprises in the United Kingdom are feeling the effect of the present trade depression, an extraordinary illustration of the extent of the slump is afforded by the accounts of the Wallpaper Manufacturers, Limited, an amalgamation which includes almost all the principal United Kingdom producers of wallpaper for the year ended August 31.

For that period the company announces a loss in trading of £878,108 in contrast to the record profit of £751,888 made in the year 1919-20. The profit for the three years previous to the war averaged about £200,000.

An indication of how thoroughly unexpected the sudden drop from prosperity to acute depression was, is the fact that the directors of the company only last year distributed £641,000, including the whole of the reserve fund, as a bonus to the preferred shareholders. The circumstance that several Canadian wallpaper manufacturers are interested in exporting their products to the United Kingdom lends additional interest to the present unfortunate predicament of the British industry.

TRADE OF GRENADA FOR 1920

Trade Commissioner E. H. S. Flood

Barbados, November 22, 1921.—The trade of Grenada reached its highest figure last year, the imports being £630,803, the exports £603,697, and the total trade £1,234,500. The principal increases occurred in the imports, which were considerably in excess of those of 1919 and £276,133 over the average of the previous five-year period. The exports were less than in 1918 and 1919, but about 5 per cent above the five-year average.

The following statement will show the value of the imports, in classes, from the United Kingdom, the United States, and Canada:—

	Class I	Class II	Class III	Class IV	Total Merchandise
United Kingdom..	£27,607	2,490	155,148	19,394	194,214
United States..	64,681	29,226	115,595	3,427	212,929
Canada..	65,754	12,777	12,131	282	90,944
Other countries..	.....	.....	.....	.....	.....
Totals..	£252,479	54,949	297,557	15,393	630,803

While the total trade of the colony has doubled in the last decade, the trade with Canada has made an even greater relative increase. In 1911 this trade was valued at £23,020, the imports being £22,263 and the exports £757, and in the year under review had risen to £106,283. The increases have been chiefly in the imports.

TRADE WITH CANADA

A scrutiny of the principal articles imported for home consumption discloses the fact that in practically every item of foodstuffs there was an increase in the quantity coming from Canada. More fish of all kinds came from Canada. In dry salted fish the increase was about threefold, in canned over double, and in pickled about one-third greater though the total import of the last named was less. Less flour, oats, peas, beans, and condensed milk were imported than in the previous year, though in each case the quantity coming from Canada was greater. Of bread, biscuits, and cheese the import from Canada was also greater, the only item showing decline being butter. Among manufactured goods it should be noted for the first time that an item is credited to Canada for boots and shoes. Increases occurred from Canada in the value of motor car parts, cordage, glass and glassware, paper manufactures, and soap, with increases also in white pine, spruce, and shingles.

INCREASED DEMAND FOR CANADIAN FLOUR

The average annual import of flour in the decade was 28,773 bags. In the three years immediately preceding the war, this had risen to 36,545 bags. Since then a decline is shown, and in 1920 the import fell to 24,403 bags. Prior to the Canada-West Indies Agreement, the quantity of flour supplied by Canada was very small, averaging in 1911-12 only 257 bags, the United States supplying the balance. A steady improvement, however, has been taking place, and in the last three years Canada and the United States have supplied about equal quantities. The figures for last year show that for the first time Canada took the lead, supplying 14,342 bags as against 10,061 from the United States. The growth in the demand for Canadian flour in the decade is gratifying. No doubt there is room for further expansion as Canadian flour is now popular in Grenada, and in fact in all these islands.

VALUE OF MANUFACTURED GOODS INCREASED

In the last five years the import of manufactured goods has more than doubled in value. That more goods of this class had been imported would be a fair inference, but in the Customs returns where quantities are given there appears to be rather less. For instance, in piece goods, ribbons and other manufactures of cotton, the average quantity imported in the five-year period was greater than in 1920, though the value now shows an increase of about £45,000. In haberdashery and millinery, though quantities are not given, it is probable that conditions of the trade would be about the same as with cotton goods—that is, that no greater quantity had been imported and yet the value has increased about £75,000. The same quantity of manure was imported as in 1916, but the value increased £8,000, and in the case of soap with but a slight increase the value rose over £7,000. A few, however, show increase, as motor cars, paints, colours and materials, and cement, with several others showing but very slight increases.

QUANTITY OR VALUE OF THE PRINCIPAL ARTICLES IMPORTED INTO GRENADA FOR HOME CONSUMPTION IN 1919, 1920

Articles	Canada 1919	Canada 1920	Total import for 1920
Bread, biscuits and cakes.. .. ..lbs.	5,121	7,488	172,730
Boots and shoes.. .. ..doz.	....	54	2,376
Butter and butter substitutes.. ..lbs.	15,510	13,056	41,507
Cement.. .. ..tons	108	100	1,216
Cheese.. .. ..lbs.	4,713	17,104	27,323
Cordage and twine.. .. ..lbs.	21,799	35,764	60,731
Fish—			
Canned.. .. ..lbs.	4,112	10,236	39,508
Pickled.. .. ..lbs.	153,448	208,670	246,470
Dried, salted or smoked.. ..lbs.	57,842	174,150	115,227
Glass and glassware.. .. ..£	....	102	1,945
Grain and flour—			
Oats.. .. ..lbs.	419,210	553,712	576,908
Flour (wheaten).. .. .. ..lbs.	2,494,308	2,811,043	4,783,084
Pulse.. .. ..lbs.	3,982	7,976	80,502
Gutta percha manufactures.. .. ..£	56	580	952
Lard and lard substitutes.. .. ..lbs.	....	4,697	69,749
Metal, iron and steel manufactures..£	572	398	9,080
Milk (condensed).. .. ..lbs.	7,444	14,091	21,707
Motor car parts.. .. ..£	1,202	1,078	14,087
Painters' colours and materials..lbs.	17,625	12,649	86,649
Paper manufactures.. .. ..£	599	1,063	4,745
Soap (common).. .. ..lbs.	3,592	3,600	475,751
Wood and timber, unmanufactured—			
White pine and spruce.. ..s. ft.	458,531	797,884	810,202
Shingles.. .. ..bundles	311,250	385,050	822,050

THE EXPORTS

The value of the exports was less than in the two previous years, but above the average of the decade. The value of foodstuffs exported declined £59,719 as compared

with 1919, but of raw materials—cotton, hides and skins, plants and seeds, etc.—increased £35,956. Less nutmegs, mace, kola and other nuts were exported. The value, however, of nutmegs and mace was greater. Most of the lime juice exported was in concentrated form, the combined returns showing a large increase over any recent year. The quantity of cocoa grown and exported was less than in 1919, but the market price ruling high, the returns were satisfactory. Most of the cocoa went to the United Kingdom, a small quantity only going to Canada. Coconuts and copra were well up to the average, and the prices obtained fairly good. The export was among the West Indian islands. The United Kingdom took over two-thirds of the entire domestic produce of the island, the United States about one-fifth, and Canada to the value of £15,339.

QUANTITY AND VALUE OF THE PRINCIPAL DOMESTIC PRODUCE OF GRENADA EXPORTED IN 1920

Articles		Quantity	Value
Cocoa	cwt.	81,732	£466,658
Lime juice (concentrated)	gals.	22,610	9,025
Nutmegs	cwt.	14,604	59,448
Mace	cwt.	2,148	13,784
Cotton (raw)	cwt.	3,348	40,950
Cotton seed	cwt.	8,611	7,728

THE CUBAN MARKET FOR CERTAIN CANADIAN PRODUCTS

J. L. Gonzalez Hoyuela, Office of the Canadian Trade Commissioner

Havana, November 30, 1921.—*Wheat Flour.*—There is depression in this line at present, due to the large stocks thrown into the market. Sales are being made at \$8.50 per bag delivered, which represents \$7 c.i.f. per bag. Canada is quoting \$7.70, which, added to \$1.50 of expenses, represents a landing cost of \$9.20. The small local brokers and dealers are actually losing money on this commodity. Some cargoes of Canadian wheat have arrived for two local firms. The throwing of large stocks into the market and the subsequent decline in price is believed by some to be a move on the part of the large local importers to eliminate their small competitors.

Potatoes.—Arrivals have been very heavy, and the market, therefore, is greatly depressed. Sales are being made to the retail trade at \$4.75 per sack of 180 pounds. Heavy shipments are now on the way from Prince Edward Island. The *Canadian Sapper* arrived in Havana a few days ago with about 15,000 potato packages, and the *Canadian Sealer* is on the way, and small shipments from Europe. Some importers are actually losing money on account of the large arrivals.

Hay and Oats.—All shipments in these lines are received from New Orleans, which offers better freight rates and lower quotations. American oats is quoted at 46 cents per bushel, while Canadian is being quoted as high as 60 cents. Hay is being sold at 36 cents, while Canadian is quoted at 48 cents.

Codfish.—As the large codfish arrivals from Norway could not be disposed of immediately, they had to be sent to refrigerators. These holdings are now being offered for sale. Due to their having been in refrigerators, they can only command a lower price and are forcing the market down. To-day the case is being retailed at from \$9.75 to \$10.50. On the other hand, Canadian shippers and exporters are asking \$9.50, and this price means here, duty paid, around \$10.25 to \$10.50, which leaves no margin of profit to the importer and broker.

Due to the decline in price of *Tasajo* (jerked beef), the sale of codfish has diminished, these two commodities being the principal staples in the diet of the Cuban working classes.

The bad economic position of the country is having a severely depressing effect on the market. As a consequence, Havana importers and brokers do not wish to make any shipments except for cash to the country merchants in the interior and have restricted credits to a minimum.

PROGRESS OF A CANADIAN BANKING INSTITUTION

The Canadian Bank of Commerce, which established a branch here in Havana very little over a year ago, have been obliged to move their offices to larger quarters (corner of Cuba and Amargura streets, ground floor) on account of their ever-growing and flourishing business. Canadian banks (the Royal Bank of Canada and the Bank of Nova Scotia) are very well considered here, and the present is a very good opportunity, as some of the local Cuban banks have failed, for them to extend their operations and obtain an even firmer foothold than they already have.

GERMAN COMPETITION IN FOREIGN MARKETS

Trade Commissioner Frederic Hudd

New York, December 10, 1921.—German business in the United States market in cotton goods, gloves, toys and novelties has increased. There is also an increase in the importation of Germany cutlery, but with the exception of toys none of these imports have reached pre-war proportions. The total value of German imports into the United States as between last year and this is showing a considerable decrease, as the following table of the latest figures available will indicate:—

GERMAN IMPORTS INTO THE UNITED STATES

	September	Ninth Months Ending September
1921	$6,817,305	$59,401,360
1920	9,644,897	67,689,835

United States manufacturers are now reassured, and many affirm that they do not fear the consequences of this competition, as they feel the present situation is one which will adjust itself with the return of competitive trade to normal conditions. German goods were successfully competed with in the foreign market prior to the war, and the advantage which Germany may now enjoy on account of exchange is very considerably offset by her small reserve of raw materials and limited shipping and present lack of manufacturing facilities.

The general experience has been that German goods imported are not only not up to pre-war standards in quality but also fall short of specifications. Another complaint heard expressed is that the goods are not delivered at the time and in the quantities stated.

The German bogey is ceasing to loom very large in the United States and there seems to be more concern regarding German competition in South American countries. Reports received by the American Manufacturers' Association indicate that there have been increased sales of German goods in Central and South America and in China and Japan. In Argentina and Mexico, however, the fear, which was shared in the United States, that the market would be swamped with German goods has not been realized, although the American consular officials report that the Germans are making energetic efforts to capture these markets. From all countries it is reported that the Germans are underbidding.

GERMANY'S TOTAL FOREIGN TRADE INCREASED

Advices just received at the Department of Commerce at Washington from the United States Commercial Attaché at Berlin indicate that Germany's foreign trade

is increasing both in exports and imports. Total exports for October amount to 1,970,000 metric tons, valued at 9,700,000,000 paper marks, as against 1,870,000 metric tons in September, valued at 5,519,000,000 paper marks.

Among the exports for September chemicals and dyes amounted to 182,000 metric tons, as compared with 143,800 metric tons in August. An increase in the textile export is also noticeable, but machinery exports slightly decreased during the month. The following increases in volume of certain special commodities are shown in September exports in comparison with average monthly exports for the preceding four months:—

Heavy chemicals, 17 per cent; dye and dyestuffs, 50 per cent; glass and glassware, 7 per cent; toys and musical instruments, 8 per cent; iron and steel manufactures, 25 per cent; rolled zinc, 90 per cent; gloves and glove leather, 35 per cent; leather, 50 per cent; rubber goods, 20 per cent; paper and pulp, 24 per cent; pottery, 27 per cent; copper and copper goods, 16 per cent; and coal, 35 per cent. A decrease in exports of machinery compared with the same period as above was 12 per cent, and electrical and technical goods 26 per cent.

TRADE BETWEEN NEW ZEALAND AND GERMANY

Mr. W. A. Beddoe, Canadian Trade Commissioner in Auckland, New Zealand, writing under date November 14, 1921, reports that trade between Germany and New Zealand is negligible. The following are the statistics of trade for the years 1914 to 1919:—

1914	£620,400	1917	£ 733
1915	7,790	1918	294
1916	4,287	1919	23

The above figures indicate very clearly that since the war New Zealand has shown no desire to transact business with Germany. An Order in Council was passed prohibiting trading with Germany, and that Order in Council has not yet been repealed. A recommendation from the Finance Department that a super-tax of 50 per cent be imposed on all German imports has never been promulgated by Order in Council, because business dropped to nothing and it was regarded as unnecessary. New Zealand merchants receive large quantities of German literature appealing for business, very little of which is responded to. It may safely be stated that the only imports from Germany are postage stamps by collectors, cut greenstone (the raw material for which originates in New Zealand, and is sent to Germany for cutting), and a small quantity of potash for manures. German insurance companies for some time have vainly endeavoured to secure firms in New Zealand willing to act as their agents, but the sentiment in New Zealand is not to do business with Germany, and until that sentiment changes there will be no business done.

COMBINATION POST PACKAGES MAY NOW BE SENT TO SALVADOR

The Post Office Department intimates that combination post packages may now be sent from Canada to the Republic of Salvador.

LATVIAN FLAX MONOPOLY A FAILURE

The flax monopoly of the Latvian Government, says the *Manchester Guardian Commercial,* has proved almost a complete failure. The gross profits amounted during the height of the season to about 650 million roubles only, from which amount considerable deductions will have to be made for working expenses. It is, therefore, not surprising that the Government contemplates handing the flax trade back to private enterprise and to replace the monopoly by a reasonable export tax.

CONDITIONS GOVERNING BOOT AND SHOE IMPORTS INTO SOUTH AFRICA

TRADE COMMISSIONER W. J. EGAN

Cape Town, November 3, 1921.—For the information of Canadian boot and shoe manufacturers represented in South Africa, the new schedule showing under what conditions import licenses will be granted is submitted.

In connection with Proclamation No. 84, of May 12, 1921, prohibiting the importation until further notice of boots, shoes, and slippers made of leather, or of which leather is the chief constituent part, except under a permit issued under the authority of the Controller of Imports and Exports, Notice No. 485 of 1921 is hereby cancelled, and it is notified for general information that the boots, shoes, and slippers as described in Parts 1 to 6 of this notice will be regarded as being ordinarily made in the Union, and permits to import such goods will only be given in special circumstances, whereas the footwear described in Part 7 will be regarded as not ordinarily made in the Union, and permits for the importation thereof will always be given.

The prices stated in this notice are net cost per pair at the factory.

PART 1

Men's

		£	s.	d.
A	Black boots and shoes, all styles and classes of leather, any make, excepting turnshoe and welted goods, costing up to	0	15	0
B	Black boots and shoes made welted, costing up to	0	17	6
C	Tan coloured, all styles and classes of leather, any upper patterns; any make, excepting turnshoe and welted goods, costing up to	0	16	6
D	Tan or coloured made welted, costing up to	0	19	0
E	Cricket or tennis boots and shoes, made of any leather, any make, costing up to	1	0	0
F	Football boots, costing up to	0	17	6
G	Police and postmen's boots	Entirely prohibited		
H	Miners' boots, costing up to	0	15	0
I	Men's leather upper slippers, any pattern, any make, except stitchdown, costing up to	0	8	0
J	Men's leather upper slippers, stitchdown	Prohibited		

PART 2

Women's

		£	s.	d.
A	Black boots and shoes made with leather uppers, any make, not welted	0	12	6
B	Black boots and shoes made welted, costing up to	0	15	0
C	Boots and shoes, made of any tan or coloured leathers, any upper pattern, not welted, costing up to	0	13	6
D	Boots and shoes, welted, costing up to	0	16	0
E	Leather upper sloppers	Prohibited		

The foregoing restrictions A to E do not apply to fancy cut bar shoes, ankle straps and leg bars, elastic gusset shoes, courts or turnshoe footwear.

PART 3

Girls' and Misses'

		s.	d.
A	Boots and shoes, black leathers, not stitchdown—sizes 7 x 10, costing up to	6	6
	Boots and shoes, black leathers, not stitchdown—sizes 11 x 1, costing up to	7	6
	Boots and shoes, black, leathers, not stitchdown—sizes 2 x 5, costing up to	10	6
B	Boots and shoes, tan coloured or white leathers, not stitchdown—sizes 7 x 10, costing up to	7	0
	Boots and shoes, tan coloured or white leathers, not stitchdown—sizes 11 x 1, consing up to	8	0
	Boots and shoes, tan coloured or white leathers, not stitchdown—sizes 2 x 5, costing up to	10	6

PART 3A

All stitchdown boots and shoes..........Prohibited

Part 4

Boys' and Youths'

A The importation of all boys' boots and shoes, other than those provided for in Part 7, is entierly prohibited.

Part 5

Infants'

The importation of stitchdown boots and shoes, sizes 2 to 6, is entirely prohibited.

Part 6

Wood-soled boots and clogs cost up to . . . . . 5s. 6d.

Goods for which Licenses will be Granted

Part 7

Men's

		s.	d.
A	All classes of turnshoe footwear.		
B	Felt slippers.		
C	Riding, jockey and top boots.		
D	Black boots and shoes, not welted, costing over	15	0
E	Black boots and shoes, welted, costing over	17	6
F	Boots and shoes, made of tan or coloured leathers, not welted, costing over	16	6
G	Boots and shoes, made of tan or coloured leathers, welted, costing over	19	0
H	Special small men's, sizes 2 to 5, welted, costing over	15	0

Women's

A	Black boots and shoes, not welted, costing over	12	6
B	Black boots and shoes, welted, costing over	12	6
C	Boots and shoes, made of tan and coloured leathers, not welted, costing over	13	6
D	Boots and shoes, made of tan and coloured leathers, welted, costing over	16	0
E	All classes of turnshoe footwear.		
F	Brocade shoes.		
G	Riding boots.		
H	Felt slippers.		

Girls' and Misses' and Boys'

A All classes of turnshoe footwear.
B Felt slippers.

Infants'

All classes except stitchdown.

General

All patent leather footwear.
All white canvas footwear, men's, women's and children's.

Part 8

Application for permits must be made in triplicate, and must give in plain language (not in trade abbreviations) the fullest details of the class or kind of footwear proposed to be imported. Separate permits (in duplicate) will be required for each port of entry. One copy of the permit, stamped and signed, and to which a registered number will be assigned, will be returned to the applicant, and the other sent to the Collector of Customs at the port of entry, who will write off thereon the quantities as they come forward.

Part 9

Invoices must be in duplicate and clearly indicate the number and date of the permit relating to the boots and shoes shown thereon. One copy of the invoice will be attached by the collector to the duplicate-original of the permit and filed by him.

Part 10

The attention of importers is directed to the provisions of section 23 (*f*) and section 25 of the Customs Management Act, 1913, which provide for the forfeiture of goods, the importation of which is prohibited under any law; consequently any boots, shoes or slipper made of leather, or of which the chief constituent part is leather, imported without authority or found not to strictly comply with the terms of the permit granted, will be seized.

From the above it will be seen that there is a considerable reduction in import permits; on men's footwear, the highest price now prohibited is for $4.65 a pair, while in the first list the price was as high as $6.60.

Women's are now reduced to $3.36, whereas the first schedule was $4.86.

There is now a further important concession in the list relating to 2-5's maids' shoes, which may be imported at as low a cost as $2.40 a pair.

TRADE CONDITIONS IN INDIA

The following is a summary of a report on trade conditions in India, dated December 2, 1921, which has been received from the Indian Trade Commissioner in London.

Great interest is centered on the proceedings of the Indian Fiscal Commission which was appointed by the Government of India early in October of this year to examine the Government's tariff policy as well as to consider the question of adopting Imperial preference in India. The majority of the members are Indians, including the chairman. The commission is necessarily of great importance to the entire import and export trade of India as well as to its existing and new industries, and speculation is rife as to its probable recommendations. The present tariff policy is merely a revenue-earning policy, and it is to be seen whether the commission will recommend the abandonment of this policy in favour of a policy of protection. The commission will terminate its sittings in March, 1922.

Signs are not wanting that the industrialisation of India is progressing satisfactorily and in consequence the status and position of Indian labour have become important factors. Trade on the whole is very dull and on account of the recent extraordinary depreciation of the mark (which has only for the last few days shown signs of improvement) Germany is practically out of the Indian market. Japan's purchases are also not encouraging. The market stocks of hides and skins are diminishing, but this is not on account of brisk business but on account of less cattle being slaughtered in consequence of reduced demand.

MARKET FOR HOUSEHOLD UTENSILS IN JAVA AND MADURA

Java and Madura offer a market for certain classes of pottery; plates, cups and saucers being chiefly in demand, says the London *Times Trade Supplement*. Plates may be decorated in gold and in colours, but the bulk of the business is in plain white stoneware for the popular trade. Cups, either with or without handles, and saucers are imported for the general trade. Some thick stoneware is seen on the market, but a fairly good quality of medium-weight ware is required. Department stores are the principal importers of better classes of table ware.

PERMANENT EXHIBITION OF BRITISH SAMPLES IN BRUSSELS

Trade Commissioner A. S. Bleakney

Mr. C. C. Stafford Northcote, manager of British Samples, Limited, has furnished the following outline of the new Permanent British Samples Exhibit, which is expected to open in Brussels early in February. Full particulars of space available and charges are on file at the Department of Trade and Commerce, Ottawa (No. 27648). Firms, however, are advised to write direct to Mr. Northcote in Brussels.

BRITISH SAMPLES, LIMITED

"The permanent sample exhibition at Brussels organized by British Samples, Limited, will be opened at No. 9 rue de Ligne early in February. This exhibition has the warm support of the Federation of British Industries, which is acting as agents in the United Kingdom.

"The object is to show samples of manufactured and raw products from the British Isles and the Dominions, and to facilitate business relations between manufacturers and producers with their agents and customers in Belgium.

"A large and well-lighted hall has been obtained, and showcases of various patterns will be installed in order to show goods to the best advantage in their various classes. Each showcase will be equipped with a cupboard to hold catalogues and printed envelopes and postcards.

"There will be ample telephonic communication in order that interested visitors may speak with agents at once, and shorthand-typists will be ready to take down letters, so that buyers may be tempted to do business without delay.

"There will be reception rooms where agents may meet their customers, and special showrooms where travellers may hold temporary exhibitions of their stock of samples.

"It is proposed to advertise the exhibition largely, and in order to gain favourable advertising terms, arrangements will be made to take whole pages of newspapers at a time.

"Any inquiry on the part of intending exhibitors will receive a prompt reply, and before and after the exhibition is open any suggestion that will promote business will be welcome."

In regard to the bona fides of this sample exhibition, the British Commercial Secretary in Brussels says:—

"I think I can safely recommend this project. British Samples, Limited, is really a name given for convenience to a branch of the Federation of British Industries who have revived the idea of establishing sample rooms of British goods in various important centres. Neither the exhibition itself nor the federation are connected with the British Government, but the Department of Overseas Trade are always ready to support the activities of the federation and endeavour to work in close touch with them. . . . I think you need have no fear in giving this exhibition your co-operation. The federation are not out to make money in the ordinary sense, their only object being to develop the foreign trade of their members, who, as you know, comprise a very great number of the most important British firms."

Mr. Northcote has promised to supply this office with a list of important participants in this exhibition.

REQUIREMENTS FOR TINPLATES AND CANNING MACHINERY IN TRINIDAD

The oil industry in the Colony of Trinidad has now reached such proportions that it is in a position to consider the advisability of doing an export trade in a large way, and with this object in view, one of the largest combines in the island desire to bring their requirements in this connection to the notice of Canadian firms. The company propose shipping their oil in tins containing four Imperial or five American gallons packed two tins to a case, and would like to obtain comparative data on the following propositions:—

The installation of a camplete canning plant, importing the necessary tinplate in sheets and making the tins locally, or the importation of the tins knocked down and installing the necessary plant for putting them together. The question of freight on the knocked down tins as compared with that on the tinplates would have to be considered and also the wastage on the latter if the complete can was made locally. Tinplate of 20 B.W.G. throughout would be required. The company would also be glad to be put in touch with suppliers of case boards and would require quotations for knocked-down cases of the requisite size. Interested Canadian firms can obtain the name of the company on application to the Director, Commercial Intelligence Service, Ottawa.

SUMMARY OF THE RATES OF POSTAGE

Rates of Postage from 1st October, 1921

Letters

Canada, United States and Mexico, *3 cents for the first ounce; 2 cents for each additional ounce.

Great Britain and all other places within the Empire, *4 cents for the first ounce; 3 cents for each additional ounce.

Other countries, 10 cents for the first ounce; 5 cents for each additional ounce.

Postcards

Canada, Great Britain and all other places within the Empire, United States and Mexico, *2 cents. Other countries, 6 cents each.

Canadian Newspapers

Canada, Great Britain and certain other places within the Empire, United States and Mexico, 1 cent per 4 ounces.

Printed Matter

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 2 cents per 2 ounces.

Literature for the Blind

Canada, United States, Mexico and Newfoundland, free.

All other countries, 1 cent per pound.

Commercial Papers

All countries other than Canada, 10 cents for first 10 ounces; 2 cents every additional 2 ounces.

Samples

Canada, United States and Mexico, 1 cent per 2 ounces.

All other countries, 4 cents for first 4 ounces; 2 cents for every additional 2 ounces.

Acknowledgment of Receipt (for Registered Articles Only)

Canada and all other countries, 10 cents if requested at the time of posting of the article; 20 cents if requested after the posting of the article.

*War tax included.

EFFORT TO REINTRODUCE GERMAN CEMENT IN JAMAICA

An effort is being made to introduce German cement into the Jamaica market, says the London *Times Trade Supplement*. A sample was sent to the Government Laboratory with the request that it be analysed for trade purposes; the result to be made public. The Government Laboratory declined to make the analysis. It is understood that the Government have been requested to make provision in the new tariff for the protection of British-made cement, and also to leave the way open for the establishment of a factory for the development of a local cement industry.

TARIFF CHANGES AND CUSTOMS REGULATIONS

The New Zealand Tariff

Trade Commissioner W. A. Beddoe

Auckland, November 14, 1921.—The new tariff was presented to Parliament on November 4, and, as is customary, at once became operative. Should any alterations be made during debate, allowances will be permitted.

Accompanying this will be found a list of some of the chief exports from Canada to New Zealand, showing rates of duty under the new tariff and also showing increase or decrease in the preference. The letter "I" indicates increase in preference and the letter "D" represents decrease of preference. The abbreviation "n.e.i." means "not elsewhere included," but should be understood as meaning not elsewhere included in the New Zealand tariff of which the accompanying table is only a part. It is gratifying to know that the increases in the preference largely outnumber the decreases, which is evidence that Mr. Massey, Prime Minister, is living up to his promise to increase rather than diminish the British preference.

If quotations are made c.i.f. & e. the matter of duty concerns only the importer at this end. He can go ahead and cost his goods.

CUSTOMS ACT TO BE INTRODUCED

It is contemplated to introduce a Customs Act shortly which will convey into law resolutions and customs tariff already presented to the House.

DUMPING REGULATIONS

With reference to dumping, the explanation given by the customs is that if goods are sold from abroad to a New Zealand purchaser at a price lower than the fair market domestic value in the country of origin, "they shall pay by way of duty tax equal to the difference between the said price and the said domestic value, in addition to the ordinary customs duty."

GERMANY'S EFFORTS TO SECURE TRADE

The efforts of Germany to secure trade are unavailing. New Zealand importers are particularly loyal to the Empire. They had an experience shortly before the war with respect to goods for which they had paid, which arrived on the coast at the time of the declaration of war and were interned at New Guinea. Printed propaganda from German firms continually arrives in New Zealand, but little attention is paid to it.

Rates of Duty under the New Tariff of New Zealand*

Article	British Preferential Tariff	General Tariff	Increase or Decrease in Preference
Onions, per ton	£1	£1 10s.	I. 10/- a ton
Vegetables, fresh, dried, or preserved, *ad val*	20%	35%	I. 5% *ad val.*
Cocoa and chocolate, including cocoa-beans, roasted and crushed, also cocoa or chocolate mixed with milk or any other food substance whatsoever per lb	3d.	5d.	I. 1⅖d. per lb.
Confectionery, n.e.i., including medicated lozenges, medicated confectionery, boiled sugars, liquorice n.e.i., sugared or crystallized fruits, per lb	2d. or 20%	3d. or 35%	⅗d. per lb. or—
	Whichever rate returns the higher duty.		
Chocolate confectionery; mixtures of chocolate with other confectionery; and confectionery containing chocolate:—			
(1) In plain trade packages, per lb	3d.	5d.	I. ⅖ per lb.
(2) In fancy packages or in small packages for retail sale, *ad val*	20%	35%	I. 11% *ad val.*
Fish, fresh, smoked, dried, pickled, salted, preserved by cold process, or preserved by sulphurous acid, n.e.i., per cwt	10/-	15/-	
Fish, potted and preserved, per lb	2d.	3d.	Nil.
Fruits preserved in juice or syrup, *ad val*	25%	40%	I. 2½% *ad val.*
(When fortified with alcohol to any extent exceeding 33 per cent of proof spirit, 36/- per proof gallon on such juice or syrup, additional.)			
Jams, jellies, marmalade, and preserves, per lb	2d.	3d.	I. ⅗d. per lb.
Macaroni, vermicelli, spaghetti, egg-noodles, and similar alimentary pastes, *ad val*	Free	10%	I. 10% *ad val.*
Provisions, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Soap, all kinds; soap-powder, extract of soap, dry soap, soft soap, liquid soap, soap solutions, washing or cleansing powders, crystals, pastes, and liquids, n.e.i., *ad val*	25%	45%	I. 7½% or 20% *ad val.* on some
Grain, namely barley, per cental	2/-	2/-	Nil.
Grain and pulse of every kind, n.e.i., per cental	2/-	2/-	Nil
Fruits, fresh, namely, apples and pears:—			
(1) On and from 1st February to and including 14th November in each year, per lb	1d.	1½d.	I. ½d. per lb.
(2) On and from 15th November to 31st January in each year, per lb	½d.	1d.	I. ½d. per lb.
Potable spirits, tobacco, cigars, and cigarettes	Duties increased; no preference.		
Perfumed spirits and Cologne water, per liquid gal	70/- or 25%	90/- or 40%	I. 20/- per liq'd gal. or—
	Whichever rate returns the higher duty.		
Spirits, denatured, per liq. gal	1/-	1/6	I. 3⅗d. per liq'd gal.
Baking-powder; yeast, and similar preparations; yeast foods, *ad val*	20%	35%	I. 5% *ad val.*
Chemicals and chemical preparations, n.e.i., including photographic chemicals, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Disinfectants, n.e.i; sheep-dip; weed- and scrub-killing preparations, *ad val*	Free.	10%	I. 10% *ad val.*
Dyes, manufactured; non-spirituous solutions of natural or artificial colours or dyes, for colouring confectionery or beverages and not being flavouring-essences, *ad val*	Free.	10%	I. 10% *ad val.*
Medicinal preparations (excepting medicated wines or wines mixed with food), containing more than 50 per cent of proof spirit, per lb	1/-	1/6	I. 6d per lb.
Microscopes and telescopes, magnifying glasses, *ad val.*	Free.	20%	I. 20 % *ad val.*
Medicinal preparations and drugs, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Calcium carbide	Free.	Free.	Nil.
Surgical and dental instruments and various materials for surgeons, dentists, physicians, and opticians, *ad val*	Free.	10%	I. 10% *ad val.*

* Owing to limitations of space, many of the items contained in Mr. Beddoe's report are either omitted or condensed.

Rates of Duty under the New Tariff of New Zealand—*Continued*

Article	British Preferential Tariff	General Tariff	Increase or Decrease In Preference
Certain scientific and philosophical instruments and apparatus, *ad val*	Free.	10%	I. 10% *ad val.*
Yarns, n.e.i., *ad val*	20%.	35%.	I. 5% *ad val.*
Sewing cottons, silks, threads and twists, crewel, flourishing, embroidery, darning, knitting, and crochet threads, of silk, linen, or cotton, or unions of the same, plain or fancy; gold and silver embroidery threads; wool-mendings not exceeding 45 yards in length, *ad val*	Free.	10%.	I. 10% *ad val.*
Cheese bandages or caps, *ad val*	Free.	10%.	D. 10% *ad val.*
Textile piece-goods, of cotton, linen, jute, hessian, hemp, other vegetable fibre, or combinations of these materials with one another.			
(1) Having thereon or therein patterns, devices or designs which indicate that they are to be cut up, *ad val*	20%.	35%.	I. 15% *ad val.*
(2) So woven, or marked, as to indicate that they are to be cut up, *ad val*	20%.	35%.	I. 15% *ad val.*
(3) N.e.i. not being tucked, sewn, or otherwise similarly worked, (hemmed or whipped in lieu of a selvedge, shall not be deemed to be sewn or similarly worked), *ad val*	Free.	10%.	I. 10% *ad val.*
Bags, calico, forfar, linen, flour; bags and sacks, made of textile, n.e.i. filter-bags and sheaths, *ad val*	20%.	35%.	I. 5% or 15% *ad val.*
All articles, n.e.i. of textile, felt or other piece-goods, wholly or partly made up, not being clothing, *ad val.*	20%.	35%.	I. 5% *ad val.*
Furs and other similar skins, dressed or prepared, but not made up in any way	15%.	15%.	D. 10% or 12½ % *ad val.*
Braids and bindings, all kinds, n.e.i.; cords, n.e.i. of wool, cotton, silk, imitation silk, artificial silk, or of combinations of these materials with one another or with any other material, *ad val*	20%.	35%.	I. 5% or 15%.
Carpets; druggets; floor-cloth; floor-rugs, mats, matting, and floor-coverings, n.e.i., *ad val*	20%.	35%.	I. 15% *ad val.*
Hats and caps in any stage of manufacture, n.e.i. including hat-hoods, n.e.i., *ad val*	25%.	40%, *ad val.*	I. 2½% or 15% *ad val.*
Millinery of all kinds, including trimmed hats, caps and bonnets, *ad val*	25% *ad val.*	40%.	I. 2½% *ad val.*
Leather, n.e.i. belts, not being apparel, and belting, wholly or partly composed of leather, *ad val*	10%.	15%.	I. 5% *ad val.*
Leather laces: vamps, and uppers; leather cut into shapes; clog and patten soles; leather leggings, *ad val*	25% *ad val.*	45%.	I. 8¾% *ad val.*
Boots, shoes, shoettes, sandals, clogs, and pattens, slippers, and goloshes—namely children's 0–6	Free.	20% *ad val.*	I. 10% *ad val.*
Boots, shoes, clogs, pattens, slippers and overshoes and other footwear, n.e.i., *ad val*	25%.	45%.	I. Various.
Gum boots, half-knee, knee or thigh, with soles either of leather or of rubber, and measuring not less than 9½ in. from the lowest point reached by the line of the top of the upper to a horizontal surface on which the boot is placed, *ad val*	Free.	20%.	I. 20% *ad val*
Boot-protectors, *ad val*	Free.	20%.	I. 20% *ad val.*
Heel-plates, toe-stiffeners, n.e.i. and toe-plates, *ad val.*	20%.	35%.	I. 3¾% *ad val.*
Rubber heels, and knobs; shoe and slipper soles of rubber, *ad val*	10%.	30%.	I. 10% or 20% *ad valorem*
Cork soles, and sock soles except those composed wholly or partly of leather, *ad val*	Free.	20%.	I. 10% *ad val.*
Saddlery, harness, whips, and whip-thongs, *ad val*	20%.	35%.	I. 5% *ad val.*
Leather bags, leather cloth bags, attache cases, and the like receptacles, n.e.i., *ad val*	20%.	35%.	I. 5% *ad val.*
Portmanteaux; trunks; travelling-bags, brief-bags of leather or leather-cloth, attache cases, suit cases, and similar receptacles, 10 in. in length and upwards, *ad val*	25%.	40%.	I. 2½ % *ad val.*
Leather manufactures, not being articles of apparel, n.e.i.; chamois leather, *ad val*	20%.	35%.	I. 5% or 15% *ad val.*

Rates of Duty under the New Tariff of New Zealand—*Continued*

Article	British Preferential Tariff	General Tariff	Increase or Decrease In Preference
Belts and belting, for driving machinery, n.e.i. and not being cordage or rope; conveyer belts and belting of rubber, textile, fibre or combinations of these materials, *ad val*	Free.	20%.	I. nil, 10%, 20%.
Articles of rubber, viz., water beds and cushions; ice bags and caps; air-beds; air-cushions: urinals, *ad val*	Free.	20%.	I. 10% *ad val.*
Hose, tubing, or piping, flexible, of canvas, india-rubber, metal, or other material (except leather) armoured or otherwise, n.e.i., *ad val*	Free.	20%.	Nil.
Rubber tires, all kinds, and inner tubes of rubber for pneumatic tires, whether attached to wheels or not, *ad val*	15%.	25%.	I. 10% *ad val.*
Bottles (certain glass, stone, earthen), *ad val*	Free.	10%	I. 10% *ad val.*
Glass, crown, sheet, common window, plate, polished, coloured, bent, and other kinds, cut to any size or shape, n.e.i., *ad val*	Free.	20%	I. 20% *ad val.*
Glassware, n.e.i., globes and chimneys, for lamps, n.e.i., lamps, lanterns and lampwick, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Earthenware, and stoneware, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Cement, Portland, and other structural, and building cement, per cwt	1s.	1s. 6d.	
Former rates were 2s. and 4s. per brl. respectively			
Clocks, time-registers, and time-detectors, *ad val*	20%	35%	I. 5% *ad val.*
Fancy goods, and toys; sporting, gaming and athletic requisites, n.e.i., including billiard requisites, n.e.i.; fishing-tackle, n.e.i., including artificial flies and other baited hooks; walking-sticks; combs, hair and toilet, *ad val*	20%	35%	I. 5% *ad val.* on most goods
Jewellery; plate, gold or silver; platedware; greenstone, cut or polished, *ad val*	20%	35%	I. 5% *ad val.*
Toilet preparations and perfumery, n.e.i., including perfumed oil, *ad val.*	25%	45%	I. 7½% *ad val.*
Photographic cameras, *ad val*	Free.	20%	I. 10% *ad val.*
Camera covers and cases, *ad val*	20%	35%	I. 5% *ad val.*
Films for cinematographs and the like instruments, per lineal ft	Free.	1d.	I. 1d. per lineal ft.
Photographic goods, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Tobacco pipes, pouches, and cases, cigar and cigarette holders and cases, cigarette papers, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Musical instruments, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Phonographs, gramophones, graphophones, and the like instruments, including accessories peculiar thereto, n.e.i., *ad val*	20%	35%	I. 5% *ad val.*
Paper, unprinted, in rolls not less than 10 in. wide, or in sheets of not less than 20 in. by 15½ in. or the equivalent—viz., true vegetable parchment, glazed transparent grease-proof paper, and grease-proof imitation parchment paper of such qualities as may be approved by the Minister, *ad val*	Free.	10%	I. 10% *ad val.*
(This is suspended duty which may be brought into effect by Order in Council.)			
Waxed paper in rolls not less than 10 in. wide or in sheets not less than 20 in. by 15½ in. or the equivalent, printed or unprinted, *ad val*	Free.	10%	
Printing-paper and writing paper, in rolls not less than 10 in. wide, wholly or partly carbon-coated on one side, for manufacture of counter-check books	Free.	Free.	D. 10% *ad val.*
Paper for manufacture of cartridges (not including paper for wrapping cartridges or other goods)	Free.	Free.	D. 2/6 per cwt.
Paperhangings, *ad val*	Free.	20%	I. 20% *ad val.*
Wrapping-paper, all kinds glazed, mill-glazed, or unglazed, including browns, caps, casings, sulphites, sugars, and all other bag papers, candle carton paper, tissues, and tin foil paper, not printed, n.e.i., viz.—			
In sheets not less than 20 in. by 15½ in. or the equivalent, or in rolls not less than 10 in. wide, per cwt.	5s. or 20%	8/9 or 35%	I. 1/3 per cwt.
In sheets less than 20 in. by 15½ in. or the equivalent or in rolls less than 10 in. wide, *ad val*	25%	40%	

Rates of Duty under the New Tariff of New Zealand—*Continued*

Article	British Preferential Tariff	General Tariff	Increase or Decrease In Preference
Paper, n.e.i., including carbon paper and similar copying-papers, and gummed paper, n.e.i., in sheets not less than 20 in. by 15½ in. or the equivalent, or in rolls not less than 10 in. wide, *ad val*	Free.	10%	I. 10% *ad val.* on some.
(Paper, printing, *ad val*)	Free.	10%	D. 10% *ad val.*
Cardboard boxes and paper boxes, complete; paper and cardboard, cut or shaped, for wrappers, boxes, or other receptacles, n.e.i., *ad val*	25%	45%	I. 7½% *ad val.*
Paper bags, all kinds, n.e.i., *ad val*	25%	40%	I. 2½% *ad val.* on some.
Stationery and paper, manufactured, various kinds, *ad val*	25%	45%	I. 7½% on some.
Showcards and calendars, all kinds, including glacier stickers suited for exhibition on windows, *ad val*	25%	45%	I. 7½% *ad val.*
Ink, n.e.i. (not including printing ink), including writing, drawing and marking ink; ink powders, and ink pellets, in small packages for retail sale, *ad val*	20%	35%	
Iron, lead, copper, tin, and other metal in pigs, blooms, billets or ingots	Free.	Free.	Nil.
Iron, galvanized or plain black—viz., rod, bolt, bar, angle, tee, channel, and rolled girders—			
Up to and including 31st May, 1922	Free.	20%	Nil.
On and after 1st June, 1922, *ad val*	Free.	10%	D. 10% *ad val.*
Copper, tin, brass and other composition metal bar, bolt and rod, n.e.i., lead in bars, *ad val*	Free.	10%	I. 10% *ad val.*
Iron, plain galvanized, sheet and hoop (up to and including 31st May, 1922), per cwt	1/6	1/9⅗	Nil.
Iron, plain black—viz., sheet, plate and hoop; iron boiler-plates; rolled chequered plates (up to and including 31st May, 1922), *ad val*	Free.	20%	Nil.
On and after 1st June, 1922—			
Iron, and other metal, plain sheet, plain plate, and hoop, whether black, in the rough, polished enamelled, plated, tinned, galvanized, or otherwise coated with metal, n.e.i., rolled chequered iron plates, plain black, *ad val*	Free.	10%	
Rails for railways and tramways, including layouts, points and crossings, for the same: rail-fastenings, viz., fish-plates, creep-clips, tie-irons, bearing-brackets, bed-plates, cast-iron chocks, bored iron bars, *ad val*	Free.	20%	Nil.
Pipes, tubes and tubing, viz.:			
(1) Cast iron, not exceeding 9 in. in internal diameter, *ad val*	Free.	20%	Nil.
(2) Cast iron, exceeding 9 in. in internal diam., *ad val*	20%	35%	I. 5% *ad val.*
(3) Wrought iron, and wood, not exceeding 6 in. in internal diam., *ad val*	Free.	20%	Nil.
(4) Wrought iron, and wood, exceeding 6 in. in internal diameter, *ad val*	20%	35%	I. 5% *ad val.*
(5) Boiler-tubes, not exceeding 6 in. in internal diameter, and unflanged, *ad val*	Free.	20%	Nil.
(6) Wrought-iron boring, casing, and lining tubes, suited for oil-boring and similar purposes, *ad val*	Free.	20%	Nil.
(7) N.e.i., *ad val.*	Free.	20%	
Wire, metal, plain, barbed fencing-wire; wire cut to lengths, looped, twisted, or plain, suited for baling and similar purposes	Free.	Free.	Nil.
Metal cordage, not being gold or silver, *ad val*	Free.	20%	Nil on iron or steel.
Gas-engines and oil-engines, n.e.i.—			
Not exceeding 100 brake horse-power, *ad val*	15%	25%	I. 10% *ad val.*
Exceeding 100 brake horse-power, *ad val*	Free.	10%	I. 10% *ad val.*
Hot-air engines and other pneumatic motors, *ad val*	10%	20%	I. 10% *ad val.*
Engines specially suited for flying machines, including necessary controlling-gear for same, *ad val*	Free.	10%	I. 10% *ad val.*
Reversing gears for gas and oil-engines, n.e.i., *ad val*	15%	25%	Nil.
Traction engines; portable steam-engines on wheels, with boiler of locomotive type; road rollers, self-propelled and scarifiers for use with same, *ad val*	Free.	10%	Nil.

Rates of Duty under the New Tariff of New Zealand—*Continued*

Article	British Preferential Tariff	General Tariff	Increase or Decrease In Preference
Locomotives, *ad val.*	20%	35%	I. 5% *ad val.*
Machinery, electric, and appliances—viz., electric generators, and electric motors, including slide rails therefor, electric transformers (up to and including 31st May, 1922), *ad val.*	10%	20%	Nil.
Electric batteries and cells, furniture, fittings, instruments, and appliances, n.e.i., for the generation, transmission, application, or utilization of electricity or of electric power of any description whatsoever (up to and including 31st May, 1922), *ad val.*	20%	30%	Nil.
Electric materials, viz., insulated cable and wire, carbon in block, sheet, or rod, arc lamp carbons, mica, vulcanite, and other insulating material; insulating tape (up to and including 31st May, 1922), *ad val.*	Free.	10%	I. 10% *ad val.*
Electric lamps, n.e.i., not being peculiar to surgical use, *ad val.*	10%	30%	I. 15% *ad val.*
On and after 1st June, 1922.—Machinery and appliances of various kinds peculiar to electricity, *ad val.*	Free.	10%	
Agricultural machines and implements, n.e.i., and certain parts remain free of duty.			
Dairying machinery, *ad val*			
(This is a suspended duty to be brought into effect by order in council.)			
Machines for mixing, such as concrete, cement or manure mixers, *ad val.*	20%	35%	I. 5% or 15% *ad val.*
Typewriters (including covers), duplicating machines and apparatus, n.e.i., addressing machines, *ad val.*	Free.	10%	I. Nil. or 10% *ad val.*
Machinery, n.e.i., *ad val.*	20%	35%	I. 5% *ad val.*
Artificers' tools, n.e.i., not including brushes or brushware; and the following tools, viz.: axes, hatchets, spades, shovels, forks, picks, mattocks, hammers, scythes, sheep-shears, reaping-hooks, scissors (not less than 10 in. in length), butchers' and other cleavers and choppers, *ad val.*	Free.	10%	I. 10% *ad val.*
Rivets and washers, *ad val.*	Free.	10%	I. 10% *ad val.*
Iron and other nails, n.e.i., including dog spikes, per ton.	£2	£4	I. £1 ton.
Nails and tacks of copper, brass and composition, n.e.i., nails and tacks, n.e.i., 1 in. or less in length; coopers' and similar hooks and tacks, staples, *ad val.*	Free.	10%	I. 10% *ad val.*
Tinware and tin manufactures, n.e.i., *ad val.*	25%.	40%.	I. 2½% *ad val.*
Hardware, holloware and iron-mongery, n.e.i., manufactured or partly manufactured articles of metal, and manufactured or partly manufactured articles of metal in combination with any other material, n.e.i., *ad val.*	20%.	35%.	I. 5% *ad val.*
Bicycles, tricycles and motorcycles, fittings for—viz., spokes, in the rough or finished; and the following articles when not planed, japanned, enamelled or varnished—viz., drop forgings, stampings, wood or metal rims (not bored), forks, stays, handle-bars, and seat-pillars, unbuilt, bracket shells, fork, and stay-ends, fork-tips, bridges, crowns and lugs, *ad val.*	Free.	10%.	Nil.
Axles, axle-arms, axle-boxes, and axle-caps, other than those peculiar to motor vehicles, motorcycles or bicycles, *ad val.*	Free.	10%.	I. 10% *ad val.*
Undercarriage springs, n.e.i. suited for the manufacture or repair of vehicles, including loconotives, *ad val.*	Free.	10%.	I. 10% *ad val.*
Metal fittings, mountings, and trimmings, suited for the manufacture or repair of carriages, carts, drays and wagons, *ad val.*	Free.	10%.	I. 10% *ad val.*
Bicycles and tricycles and motorcycles, *ad val.*	15%.	25%.	Nil.
Motor vehicles n.e.i., including tractors driven by gas, oil or electricity, suited for use in warehouses on wharves or pavements, *ad val.*	15%.	25%.	Nil.
Linseed oil, per gal.	6d.	1s.	I. 6d. gal.
Mineral lubricating-oil, n.e.i., exceeding in specific gravity 0·870 at 60° F. (up to and including 31st May, 1922) per gal.	6d.	7¼d.	Nil.

Rates of Duty under the New Tariff of New Zealand—*Concluded*

Article	British Preferential Tariff	General Tariff	Increase or Decrease In Preference
Mineral lubricating-oil, n.e.i. (on and after 1st June, 1922) per gal	$1\frac{1}{2}$ d.	$1\frac{1}{2}$ d.	D. $1\frac{1}{5}$d. gal.
Paints and colours, dry, n.e.i. barytes, whiting and chalk	Free.	Free.	D. $2\frac{2}{5}$d. cwt. on some.
Paints and colours, ground in liquid; paints mixed ready for use; enamel paints; ships' anti-fouling composition; paint-thinners, n.e.i.; driers, n.e.i.; putty; wood-fillers, kalsomine, distempers, and similar preparations, in powder form, *ad val*	10%.	20%.	D. Former rate specific.
Lubricating-greases and other solid lubricants, n.e.i., petroleum greases and mixtures of the same with other substances, n.e.i., *ad val*	20%.	35%.	I. 5% *ad val.*
Timber duties remain the same; there is no preference.			
Handles, broom, mop, hoe, rake and similar, *ad val*	20%.	35%.	I. 15% *ad val.*
Basketware, wickerware, and imitation wickerware, wicker, bamboo, and cane furniture, and imitations of the same, n.e.i., *ad val*	30%.	50%.	I. 10% *ad val.*
Furniture and cabinetware, n.e.i., and other than metal, including chairs of wood, with wicker, bamboo or cane seats, mantelpieces, other than stone; billiard-tables, *ad val*	25%.	40%.	I. $2\frac{1}{2}$% or 5% *ad val.*
Brushes, brushware and brooms, (except engineers' or artificers' brushes with bristles of metal), including knots or tufts for brushmaking, *ad val*	25%.	45%.	I. $7\frac{1}{2}$% *ad val.*
Cordage, rope and twine, n.e.i., *ad val*	20%.	35%.	I. 5% *ad val.*
Roofing-material, n.e.i., including paper felts waterproofed with tar, bitumen, or similar material, *ad val*	Free.	10%.	I. 10% *ad val.*
Sausage skins and casings, per lb	3d.	3d.	Nil.

Persons desiring to learn the rate of duty on particular articles are requested to make application to the Director, Commercial Intelligence Service, Ottawa.

Legislative Council of Jamaica and the Canada-West Indies Trade Agreement

A cablegram from Mr. G. R. Stevens, Canadian Trade Commissioner, Kingston, Jamaica, dated December 9, reads as follows:—

"Legislative Council on December 8th rejected new tariff embodying Canadian preferential tariff, but unanimously pledged ratification of agreement. Result is delay in inauguration of preference until Legislative Council convenes in February."

In explanation of the above, it may be stated that ratification of the agreement simply means approval of the arrangement without actually putting into effect the preferential rates of duty or determining the exact extent of the preferences. Most of the West Indian colonies ratified the agreement some time before putting the new preferences into operation.

Tariff Changes in Federated Malay States

The Commercial Intelligence Branch of the Department of Trade and Commerce has received from His Majesty's Trade Commissioner, Singapore, copy of a supplement to the Government *Gazette* of the Federated Malay States, containing information of some recent tariff changes. With effect from October 21, 1921, the import duty on petroleum is 10 cents per gallon. Petroleum is held to include a number of liquids, such as kerosene, paraffin oil, petrol, gasoline, benzine, naphtha, or any like inflammable liquid, but does not include any liquid or substance which has a flashing point higher than 150° Fahrenheit. It is announced that the import duty on matches shall be $60 per case of 7,200 boxes, or, if the quantity imported by any person at one time be less than one case, at the rate of 1 cent per box, provided that any quantity not exceeding 20 boxes may be imported free of the duty imposed by this rule. As it stands, there is no limit to the size of the box and the quantity of matches contained therein, but it is expected that a supplemental order will be issued defining the meaning of the word "boxes." Some of the rules regulating the import of tobacco are made applicable to matches.

Alterations in Australian Tariff

The Commercial Intelligence Branch of the Department of Trade and Commerce has received from the office of the Commissioner for the Commonwealth of Australia, New York, a list of recent alterations in the Australian tariff among which are the following:—

Operative 14th October, 1921

Item No.		British Preferential Tariff	Intermediate Tariff	General Tariff
34	Animals living viz:—			
	(a) Sheep..	Free	Free	Free
	(b) Pigs..	Free	Free	Free
	(c) Horned cattle..	Free	Free	Free
	(d) Horses..	Free	Free	Free
53	(d) Apples, pears, peaches, nectarines and apricots, dried or evaporated, per lb..	4d.	4d.	4d.
75	Milk (including cream)—			
	(a) Preserved, condensed, concentrated, peptonized and frozen:			
	1. Sweetened, per lb..	....	2d.	2½d.
	2. Unsweetened, per lb..	....	2d.	2½d.
110	(c) Corsets, ad val..	30%	40%	45%
	Operative 28th October, 1921			
123	(b) Waste, engine cleaning..	10%	15%	20%
	Operative 3rd November, 1921			
137	(a) Aluminum and nickel, viz:— Blocks, cubes, ingots, pigs, scrap and granulated; angles, bars, pipes, plates, rods, sheets, strips, tees, and tubes, not polished, plated, decorated or further manufactured.. .. .. ..ad val	Free	5%	15%
	Operative 4th November, 1921			
163	(a) Combined corn sheller, husker and bagger; combined corn sheller and husker; disc cultivators; drills (fertilizer seed and grain), n.e.i.; stump jump ploughs; winnowers (horse and other power); seats, poles, swingle-bars, yokes and trees for agricultural machines, when imported separately, ad val	22½%	30%	35%
164	Churns of all kinds; cheese presses; dairy coolers; refrigerators other than for household use, ad valorem.. ..	22½%	30%	35%
165	(a) Reaper threshers and harvesters, n.e.i., ad valorem.. ..	22½%	30%	35%
165	(b) Stripper harvesters, each..	£10	£12	£13
	or ad valorem..	22½%	30%	35%
	whichever is higher.			
	Operative November 11, 1921			
291	(h) Timber, undressed, n.e.i., in sizes less than 7 in. by 2½ in. (or its equivalent) per 100 super. feet.	5s.	6s.	7s.
291	(i) Timber, undressed, n.e.i., for			
	(1) Manufacture boxes subject to by-laws, per 100 super. feet..	1s.	1s.	1s.
	(2) Timber, undressed, cut to size for making boxes, per 100 super. feet..	5s.	5s.	5s.

Item No.		British Preferential Tariff	Intermediate Tariff	General Tariff
291	(1) Timber, dressed, n.e.i., per 100 super. feet..	6s.	7s. 6d.	8s. 6d.
334	Paper—			
	(c) (2) Printing, n.e.i., glazed, unglazed, mill-glazed, or coated) not ruled or printed in any			

ALTERATIONS IN AUSTRALIAN TARIFF—*Conluded.*

334	Paper—*Con.* way in rolls not less than 10 in. in width or in sheets not less than 20 in. by 25 in. or its equivalent, per ton..	Free	£3	£3
334 (*g*)	(3) Bags, n.e.i., per cwt..	12s.	13s.	14s.
	or ad valorem.. .. .. whichever higher.	30%	35%	40%

Australian Customs Decisions

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, November 8, 1921.—Under recent by-laws issued by the Department of Trade and Customs the following are added to the list of material and articles which may be imported into Australia at reduced rates of duty if used in the manufacture of specified goods, or for specified purposes, within the Commonwealth:—

MATERIALS AND MINOR ARTICLES FOR USE IN THE MANUFACTURE OF THE UNDERMENTIONED GOODS WITHIN THE COMMONWEALTH

(Provided security is given by the owner that such will be used for that purpose only, and that evidence of such use be given to the satisfaction of the collector within six months, or such further time as the collector may allow, after delivery by the Customs:—

Saddles for use in manufacture of motor cycles.
Paper cordage (also called paper yarn) for use in manufacture of carpets, rugs and mats.
Chain (ship's) cable, stud-linked, for mooring, and anchoring purposes, provided Lloyd's certificate test is produced and identified with chain.
Red lead for use in manufacture of electric batteries.
Spoon and fork blanks, in the flat (rough) for use in the manufacture of electro-plated ware. The blanks referred to are solid, i.e. not pierced in any way.
Gunmetal scrap for use in the manufacture of metal goods.
Rods, zinc, for use in the manufacture of electric cells.
Tubes, fireclay, semi-carborundum, or carborundum, which, when assembled, form a combustion chamber, for use in the construction of tunnel kilns.
Sulphur and pyrites, for the manufacture of sulphuric acid and other products.

MACHINES AND TOOLS

(But not the motive power, engine combination, or power connections, if any, when not integral parts of the exempt machines)

Accumulators or storage batteries, for stationary use, composed of plates exceeding 14½ inches x 14 inches or its equivalent, and plates, exceeding the size mentioned, for use therewith.
Quadrants, cloth and yarn; reels, wrap; testers, cloth and yarn, for the manufacture of textile yarns and textiles.
Shovels, steam. Capacity of bucket 2½ cubic yards or over; height of discharge 40 feet or over above rails; radius of discharge 74 feet or over, for production of coal.
Telephone, high tension, apparatus, etc., viz.:—Accumulators, batteries of; accumulator charging motor generator sets and charging switch panel complete; bells, extension-extra; cable, five-pair, drawn into circuit, outside covering triple braided; transformers, high tension telephone line insulating.
Pumping plant, parts of, viz.: Gauge glasses, valve shaft bushes; crank-shaft bushes; connecting rod bushes; corliss valve spindle bushes; governor spindle bushes; bevel wheel shaft bushes; condenser tubes; tube expander; corliss valve lever and pin; worm and worm-wheel for gear shaft; mitre wheels for gear shaft; air pump valves complete; main pump valves and seats complete; wearing parts of piston rod metallic packing; bevel wheel pinion gearing into wheel crank-shaft; steam and exhaust corliss valve complete with springs and screws; rams and ram-cases for pressure feed lubricator with all valve fittings. 22.10.21.
Doubling, measuring and winding, cloth machine (textile) and all component parts except brushware and leatherware.

The above specified minor articles, machine tools and parts, are now admitted (for the purpose specified) free of duty if from the United Kingdom and at the rate of 10 per cent ad valorem if from any other country, including Canada.

The Belgian Tariff

With reference to the article in *Weekly Bulletin* No. 900 (May 2, 1921, page 732) respecting an increase in the Belgian tariff, a letter has been received from Trade Commissioner A. S. Bleakney advising that the law upon which these increases were based has since been renewed indefinitely.

TENDERS INVITED

Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner, Melbourne, for material required by the Victorian Government Railway Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (Refer to file No. 26137). Tenders in conformity to the specifications should be promptly addressed to the Secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus:—

No.	Date of Closing.	Particulars.
34799.	January 4, 1922 (or as soon after as possible).	Supply and delivery of 10 electric storage battery road trucks, as specified.
34800.	January 4, 1922 (or as soon after as possible).	Supply and delivery of 11 petrol motor road trucks, or alternatively, steam driven road trucks, as specified.
34822.	February 22, 1922..	Manufacture, supply and delivery of electro-mechanical interlocking apparatus, to plans and as specified.
34823.	March 1, 1922..	Manufacture, supply and delivery of 50 miles of insulated copper wire, as specified.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 14, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending December 14, those for the week ending December 7 are also given for the sake of comparison:—

		Parity	Week ending December 7, 1921	Week ending December 14, 1921
Britain.. .. ..£	1.00	$4.86	$4.4225	$4.5395
France. .. ..Fr.	1.	.193	.0813	.0882
Italy.. .. ..Lire	1.	.193	.0467	.0503
Holland .. ..Florin	1.	.402	.3887	.3832
Belgium .. ..Fr.	1.	.193	.0782	.0848
Spain. .. ..Pes.	1.	.193	.1541	.1649
Portugal. .. ..Esc.	1.	1.08	.0921	.0894
Switzerland.. .. ..Fr.	1.	.193	.2083	.2105
Germany. .. ..Mk.	1.	.238	.0051	.0061
Greece. .. ..Dr.	1.	.193	.0446	.0458
Norway.. .. ..Kr.	1.	.268	.1570	.1658
Sweden.. .. ..Kr.	1.	.268	.2602	.2666
Denmark. .. ..Kr.	1.	.268	.2038	.2086
Japan. .. ..Yen	1.	.498	.5217	.5202
India.. .. ..R.	1.	2s.	.2954	.3048
United States.. .. ..$	1.	$1.00	1.0840	1.0825
Argentina .. ..Pes.	1.	.44	.3553	.3630
Brazil. .. ..Mil.	1.	.3245	.1382	.1435
Roumania. .. ..Lei	1.	.193	No quotation	No quotation
Shanghai, China.. ..Tael	1.	.631	.8415	.8399
Batavia, Java.. ..Guilder	1.	.402	.3892	.3869
Singapore, Straits Settlements.. .. ..$	1.	.49	.5180	.5277
Jamaica. .. ..£	1.	4.86	4.4485	4.4977
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.		
Grenada .. ..$	1.	1.	.91 13/16–.94 13/16	.93¼–.96⅜
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Winnipeg and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

Foodstuffs

3615. **Grain, cattle, foodstuffs.**—A reliable Glasgow firm, importers and merchants of grain, cattle-feeding stuffs, etc., wish to get in touch with some good, reliable and aggressive exporters of grain in Canada.

3616. **Dried fish.**—A London firm doing business with North Africa would like to get into touch with Canadian exporters of dried codfish and other cheap varieties of dried fish.

3617. **Canned salmon.**—A London firm doing business with North Africa is anxious to establish connections with Canadian exporters of canned salmon.

3618. **Condensed milk.**—A London firm doing business with North Africa is anxious to establish connections with Canadian exporters of condensed milk.

3619. **Condensed milk.**—A London firm exporting to the West Indies is open to consider any proposition for the introduction of a Canadian brand of condensed milk into the West Indian market.

3620. **Macaroni.**—A Belgian agent already representing well known French cider manufacturer wishes to add the representation of a Canadian manufacturer of macaroni.

3621. **Condensed milk.**—A London firm is desirous of getting into touch with Canadian manufacturers of condensed milk (in cans or barrels) and evaporated milk.

3622. **Canned salmon.**—A Bordeaux firm wishes to get into touch with Canadian exporters of canned salmon open to undertake business in the French Colonies or in South America.

3623. **Cheese and apples.**—A Swedish importing firm desires to get in touch with Canadian exporters of cheese and apples.

Miscellaneous

3624. **Lumber.**—A Glasgow firm of excellent standing will be glad to get in touch as agents with reliable shippers in Canada of all rough lumber, such as spruce, hardwood and yellow pine with a view to increasing their business here.

3625. **White pine lumber doors.**—A firm in London with branches in South Africa are desirous of getting in touch with first class Canadian export houses thoroughly acquainted with the lumber trade and who will buy white pine boards and doors for them on commission, and arrange for shipment.

3626. **Magnesite.**—A London firm are seeking a new source of supply of magnesite (raw and ground) and would be glad to hear direct from important Canadian producers.

3627. **Blind rollers.**—A firm in London purchasing blind rollers for their house in Australia would be glad to get in touch with Canadian manufacturers of this line.

3628. **Motor car and cycle accessories.**—A London firm of importers are open to receive particulars from Canadian manufacturers of motor car and cycle accessories, suitable for the United Kingdom market.

3629. **Household articles.**—A London firm of importers are open to receive particulars from Canadian manufacturers of all kinds of household articles such as carpet sweepers, ice-cream freezers, refrigerators, egg beaters, bread knives, can openers, towel rollers, rolling pins, food choppers, housework gloves, chair seats, ironing boards, mouse traps, blind rollers, flour sifters, moulds, pails, other kitchen utensils, hammers, tack lifters, padlocks, door bells, dog chains, harness snaps, wrenches, curtain rods, soap boxes, tobacco novelties, clothes hangers, plumbers' supplies, etc.

3630. **Trade with West Indies.**—A London firm dealing with the West Indies is open to receive exporters of lines suitable for that market.

3631. **Drugs and chemicals.**—An old established London firm buying for wholesale drug firms in Australia and New Zealand are open to receive particulars from Canadian exporters of drugs, chemicals and druggists' sundries.

3632. **Paper.**—A London firm of paper agents and export merchants shipping all kinds of paper to the Australian market are open to consider the sole representation for a Canadian paper mill throughout Australia.

3633. **Hardware and tools.**—The London office of a leading South African hardware house is anxious to receive catalogues (if possible five copies) and other particulars from Canadian manufacturers of builders' hardware, joiners' and engineers' tools, hand pumps, domestic hardware, aluminium goods, brushware, domestic woodware, lampware (for oil), crockery and glassware, chairs and office furniture, dairy appliances, bee-keeping appliances, poultry appliances.

3634. **Leather cloths.**—A firm in London purchasing leather cloths for their house in Australia would be glad to get in touch with Canadian manufacturers of this line.

3635. **Flower seeds.**—A firm in Zurich, Switzerland, wishes to get into touch with Canadian firms seeking export in flower seeds, who alternatively could handle their seeds for Alpine flowers.

3636. **General representation.**—A correspondent at Bilbao, Spain, is desirous of getting into touch with Canadian manufacturers seeking business in Spain who might be prepared to appoint agents.

3637. **Pig iron and hematite.**—An important English firm in Milan are anxious to receive quotations c.i.f. Genoa for grey and mottled pig iron, hematite, etc., from Canada.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From St. John

To Liverpool.—*Melita,* Canadian Pacific Steamships, Ltd., Dec. 22; *Canadian Leader,* Canadian Government Merchant Marine, Dec. 28; *Hastings County,* Canada Steamship Lines, Ltd., Jan. 3; *Minnedosa,* Canadian Pacific Steamships, Ltd., Jan. 3.

To London.—*Evanger,* Canada Steamship Lines, Ltd., Dec. 18; *Bolingbroke,* Canadian Pacific Steamships, Ltd., Dec. 21; *Canadian Raider,* Canadian Government Merchant Marine, Dec. 21; *Hoerda,* Canada Steamship Lines, Ltd., Dec. 29; *Bosworth,* Canadian Pacific Steamships, Ltd., Dec. 30; *Grey County,* Canada Steamship Lines, Ltd., Dec. 31; *Wisley,* Canada Steamship Lines, Ltd., Jan. 3; *Cornish Point,* Furness, Withy & Co., Jan. 7; *Lisgar County,* Canada Steamship Lines, Ltd., Jan. 10; *Dunbridge,* Canadian Pacific Steamships, Ltd., Jan. 10.

To Glasgow.—*Canadian Navigator,* Canadian Government Merchant Marine, Dec. 17; *Lakonia,* Cunard Line, Dec. 24; *Pretorian,* Canadian Pacific Steamships, Ltd., Dec. 28; *Bothwell,* Canadian Pacific Steamships, Ltd., Dec. 30.

To Manchester.—*Manchester Importer,* Furness, Withy & Co., Dec. 24.

To Cardiff and Swansea.—*Canadian Squatter,* Canadian Government Merchant Marine, Jan. 3.

To Belfast and Dublin.—*Fanad Head,* Head Line, Dec. 24; *Lord Downshire,* Head Line, Jan. 3.

To St. John's (Nfld.).—*Mapledawn,* Canada Steamship Lines, Ltd., Jan. 3.

To Southampton and Antwerp.—*Scandinavian,* Canadian Pacific Steamships, Ltd., Dec. 24.

To Australia and New Zealand.—*Wargaratta,* New Zealand Shipping Co., Dec. 20.

To Havana (Cuba).—*Sicilian,* Canadian Pacific Steamships, Ltd., Jan. 3

To Rotterdam and Hamburg.—*Ballygally Head,* Head Line, Dec. 28.

To Rio, Santos, Buenos Aires, and Montevideo.—*Hydaspes,* Houston Line, Dec. 30.

From Halifax

To Liverpool.—*Vedic,* White Star-Dominion Line, Jan. 9; *Thistlemore,* Furness-Withy Line, Jan. 22.

To Glasgow.—*Cassandra,* Anchor-Donaldson Line, Dec. 30; *Rhode Island,* Furness-Withy Line, Dec. 20.

To Plymouth, Cherbourg, and Hamburg.—*Lapland,* White Star-Dominion Line, Dec. 23.

To St. John's, Nfld.—*Canadian Miner,* Canadian Government Merchant Marine, Dec. 22; *Sable Island,* Farquhar & Co., Dec. 17 and 26.

To Barbados, Trinidad, and Demerara.—*Canadian Harvester,* Canadian Government Merchant Marine, Dec. 28.

To Rio, Santos, Montevideo, and Buenos Aires.—*Canadian Seigneur,* Canadian Government Merchant Marine, Jan. 14.

To London.—*Comino,* Furness, Withy & Co., Dec. 17; *Northwestern Miller,* Furness-Withy Line, Dec. 28.

To Hull.—*Wyncote,* Furness, Withy & Co., Dec. 20.

To Australia and New Zealand Ports.—*Canadian Spinner,* Canadian Government Merchant Marine, Dec. 28.

To Manchester.—*Manchester Importer,* Furness, Withy & Co., Dec. 26.

To Santiago (Cuba) and Kingston (Jamaica).—*Caledonia,* Pickford & Black, Jan. 4.

To Bermuda, West Indies, Demerara.—*Chaudiere,* Royal Mail Steam Packet Co., Dec. 23; *Chaleur,* Royal Mail Steam Packet Co., Jan. 6.

To Nassau (Bahamas) and Belize (British Honduras).—*Canadian Forester,* Canadian Government Merchant Marine, Dec. 23.

To Guantanino, Santiago, Manzanilo (Cuba), Kingston (Jamaica), and Jamaica Outports.—*Nevis,* Pickford & Black, Dec. 21 and Jan. 18.

From North Sydney

To St. John's (Nfld.).—*Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From Vancouver, B.C.

To Auckland, Wellington, Melbourne, Adelaide, and Sydney.—*Canadian Skirmisher,* Canadian Government Merchant Marine, Dec. 30.

To New Zealand and Australian Ports.—*Waihemo,* Canadian-Australasian Royal Mail Line, Jan. 12; *Waotapu,* Canadian-Australasian Royal Mail Line, Feb. 15.

To Yokohama, Kobe, Shanghai, and Hong Kong.—*Fushimi Maru,* Nippon Yusen Kaisha, Dec. 20.

To Yokohama, Kobe, Nagasaki, Shanghai, Manila, and Hong Kong.—*Manila Maru,* Osaka Shosen Kaisha, Dec. 16; *Ixion,* Blue Funnel Line, Dec. 25; *Harold Dollar,* Dollar Line, Jan. 20; *Bessie Dollar,* Dollar Line, Jan. 30.

To Yokohama, Kobe, Shanghai, Hong Kong, and Manila.—*Empress of Japan,* Canadian Pacific Steamships, Ltd., Dec. 21.

To Calcutta and Bombay.—*Canadian Inventor,* Canadian Government Merchant Marine, Jan. 4.

To Yokohama and Kobe.—*Tokiwa Maru,* Nippon Yusen Kaisha, Dec. 27.

To London, Liverpool, and Glasgow.—*Nichteroy,* Royal Mail Steam Packet Co., Jan. 15.

To London, Rotterdam, Amsterdam, Antwerp, and Hamburg.—*Moerdjil,* Royal Mail Steam Packet Co., Dec. 25.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Royal Mail Line, Jan. 13.

From Victoria

To Yokohama, Kobe, Hong Kong, and Manila.—*Protesilaus,* Blue Funnel Line, Dec. 17.

MARKETS FOR RUBBER GOODS

(London Times Trade Supplement)

A demand for motor tires is growing slowly but surely in Shanghai and district, while pneumatics for the rickshaws are also in request. The latter trade is well covered by the Japanese branch factory of a well known British company. Straight side cord fabric tires are now preferred by the motor trade.

Whilst the market for rubber boots and overshoes is restricted and should be approached cautiously on account also of the need to study the smaller sizes required, there is scope for increasing the sale of rubber soles and heels. The growth of industry in China makes certain manufacturing centres promising markets for belting, hose, packing, etc.

As regards waterproof clothing in China, it is suggested that more trade could be done by importing goods in the piece than by trying to sell the same kind of garment as is bought by the European. The former plan would permit the completed garment to be made up to suit Chinese tastes. Special care in manufacture and finish is needed owing to the extremes of heat and moisture which are experienced in China. British firms are doing a growing business in gloves, hot-water bottles, etc.

Mexico is a promising market for goloshes and Canada as well as the United States is already represented. On the mines and oilfields knee and thigh boots are also in demand. Light raincoats too would sell well. Business in rubber tires is largely in the lighter descriptions and is done chiefly by United States suppliers.

In all tropical markets, particularly those where the rainy seasons are well defined, care should be taken to ship waterproof clothing and rubber boots or overshoes just at the right time, to be ready for the rain. Otherwise importers may have to carry over stocks until the subsequent season.

A small but noteworthy criticism comes from Central America which merits equal attention in connection with other, and perhaps more important, markets where particularly trying climatic conditions are encountered. It appears that some manufacturers still adopt a metal fitting or two on waterproof clothing. Buttons should always be of bone and buckles of celluloid or similar material. It is a mistake to fit a chain of metal at the back of the collar.

American consular officers recently called attention to the prospective market in Nicaragua for waterproof garments, which apparently have not yet been introduced as widely as they might be. They should be light in weight, owing to the heat, but at the same time very durable. At present the "capote" constitutes the popular wear. This is a large square of waterproof material with a centre hole through which the wearer thrusts his head.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc.. and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30, Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Address: 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnson, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, 18A Duke street, Kingston. *Cable Address, Cantracom.*

Japan.

A. E. Bryan, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, P.O. Box 121, Singapore. *Cable Address, Canadian.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Address: Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, 1463 Broadway, New York City. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Nassau, Bahamas.

SPECIAL CANADIAN REPRESENTATIVES.

United Kingdom.

W, L. Griffith, Secretary to the Office of the High Commissioner for Canada, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place. Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C.B.E., D.S.O., Boma Building, Government Road Nairobi, Kenya Colony.

LIST OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Copyrights Act (a). Cullers Act. Electricity and Fluid Exportation Act (b). Electricity Inspection Act (b). Electric Units Act (b). Gas Inspection Act (b). Gold and Silver Marking Act. Grain Act. Inspection and Sale Act. Inspection of Water Meters Act (d). Lead Bounties Act. Patent Act (a). Petroleum Bounty Act. Statistics Act (c). Trade Mark and Design Act (a). Timber Marking Act (a). Weights and Measures Inspection Act (d). Zinc Bounties Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce.
Annual Report of Board of Grain Commissioners for Canada.
Annual Report *re* **Mail Subsidies and Steamship Subventions.**
List of Licensed Elevators, etc.
Patent Office Record (Weekly) (a).
Annual Report of Weights and Measures, Electricity and Gas (d).
Dominion Grain Research Laboratory (1920).
Grain Inspection in Canada (1914).
Rules and Forms of the Canadian Patent Office (a).
Rules and Regulations made by the Board of Grain Commissioners.
Trial Shipments of Wheat from Vancouver via the Panama Canal to the United Kingdom (1918).

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE (e.)

Weekly Bulletin, containing Reports of Trade Commissioners and other Commercial Information.
Canada-West Indies Conference (1920).
Canadian Economic Commission to Siberia (1919).
German War and Its Relation to Canadian Traae (1914).
Handbook for Export to South America (1915).
Mexico as a Field for Exports (1921). (Price outside Canada, 35 cents).
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) (1916).
Russian Trade (1916).
Trade after the War (1916).
Timber Import Trade of Australia (1917).
Trade between Canada and the British West India Colonies (1920).
Trade with China and Japan (1914).
Trade of the New Countries of South-east Europe (1921). Price outside Canada, 35 cents).
Trading with Egypt (1921). (Price outside Canada, 35 cents).
Trade with Greece (1921).
Trade with South China (1918).
Trading with Spain (1920).
Toy Making in Canada (1916).
West Africa and Its Opportunities for Canadian Trade (1921). (Price outside Canada, 35 cents).

PUBLICATIONS OF THE BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics. For a complete list see note (c).
Census of Canada (1911). VI Vols., Bulletins, etc.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education. Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, livestock, coal, prices, etc.

NOTE.—(a) Applications should be addressed to: Commissioner of Patents, Ottawa. (b) Applications should be addressed to Director Gas and Electricity Inspection Service, Ottawa. (c) Applications should be addressed to: Dominion Statistician, Ottawa. (d) Applications should be addressed to: Director, Weights and Measures Service, Otttawa. (e) Applications should be addressed to the Director, Commercial Intelligence Service, Ottawa.

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Journal

WEEKLY BULLETIN

DEPARTMENT OF TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE SERVICE

CANADA

Published by Authority of the Hon. H. H. Stevens
(*Minister of Trade and Commerce*)

OTTAWA
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WEEKLY BULLETIN

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NAME OF THE "WEEKLY BULLETIN" TO BE CHANGED TO "COMMERCIAL INTELLIGENCE JOURNAL"

In the forthcoming number of this journal, its name will be changed from *Weekly Bulletin* to *Commercial Intelligence Journal.* It is felt that the new title will be much more descriptive of the journal than its present one, which is somewhat of a misnomer.

OPENING OF OFFICE OF COMMERCIAL INTELLIGENCE SERVICE IN CALCUTTA

Major H. A. Chisholm, late Canadian Government Trade Commissioner in Havana, Cuba, sailed on the 24th instant to open the new office of the Commercial Intelligence Service in Calcutta. It is expected that Major Chisholm will arrive at Calcutta a little before the end of January. Until offices have been engaged in Calcutta, correspondence should be addressed care of H. M. Trade Commissioner, P.O. Box 683, Calcutta.

"THE INDIAN EMPIRE AS A MARKET FOR CANADIAN PRODUCTS"

A report under the above title by Mr. H. R. Poussette, Director, Commercial Intelligence Service, is now in the hands of the printers and will shortly be available for distribution. Mr. Poussette spent the greater part of 1920 in India and the Middle East studying trade and economic conditions, with a view to ascertaining how much of the market requirements of those regions might be supplied by Canadian exporters.

A portion of this report, that dealing with the import markets of India and the Middle East, has already been published in the *Weekly Bulletin* and is being reprinted. Those sections which are now being first published include chapters on the Peoples and Provinces of India; Agricultural Conditions; Natural Resources and Industries; Agriculture, Livestock, and Dairying; Railways, Ports and Rivers; and Economic and Labour Conditions. An analysis is given of imports into the Indian Empire in commodities in which Canada might offer effective competition. Special chapters are devoted to the Indian Tariff and to Packing and Documentation for India and the Middle East. In the appendices are included, for the information of Canadian importers, details of certain of the industries of India, such as tea, jute, cotton, and steel. A full Index and a specially prepared map of India will complete the work, which it is expected will extend to over 160 pages.

The report will be issued post free to Canadian exporters and others interested; the sale price outside Canada will be 35 cents. As the edition is limited, immediate application for copies should be made to the Director, Commercial Intelligence Service, Ottawa.

GERMAN EXPORTERS AT WORK IN ITALY

Trade Commissioner W. McL. Clarke

Milan, November 29, 1921.—German exporters were not long in getting down to hard work in Italy; and it is serious and intelligent effort which is driving the wheels of Germany's export trade with this country to-day. So much is being written and thought about the collapse of the German mark as being responsible for Germany's present export trade, that one is apt to lose sight of other equally pertinent factors. The depreciation of the German currency in many instances, even if not in all, is undoubtedly a handicap on other countries exporting to Italy and elsewhere; but German exchange alone does not adequately explain increasing German exports, nor will it win the export race in the international markets. Many a handicapped horse has won the sweepstake; and it is difficult to bring oneself to believe that nations, including Canada, which were energetic and determined enough to see the consummation of the war, can fall down at the outset in this present and longer contest for a fair share of the world's trade. German exporters are not sitting idle in Berlin, Hamburg, or Munich offices and counting on the exchange to get them the indispensable export trade they require. Rather have they formulated a set export programme and, having made up their minds as to what they want to do and as to where they want to do it, they are putting forth more than ordinary effort to carry out the agenda. Exporting on the basis of a fallen exchange is to them at best a speculation, whereas they are confident that untiring and intelligent effort will not go unrewarded.

It is on this latter fact that Germans are working strenuously in Italy, even though their export trade is also aided by the pre-war infiltration of this market with German goods. The fact is—and there are a number of evidences thereto—that Germany is seeking industriously to gain the Italian market especially in a wide range of manufactured goods. Some of her methods of cultivating this export field of Italy should be illuminating and to the point.

(1) Ever since the Armistice, and more particularly of late, the German drummer has come down to Milan, Genoa, or Naples, his Italian fluent, his self-interpreting and c.i.f. price lists in his pocket, and as of old with the one apparent desire to ingratiate himself and to make business friends. In many of the city hotels, Germans are constantly registering. You meet them on the trains, you see them in the restaurants, and you hear German as you pass along the street. True, some may not be here for business, but equally true the majority of them are. If German exporters were depending on the fallen mark to get them Italian trade,, they would not venture forth, for to them, even though close by, a trip to Italy is expensive with the present value of the mark some 7-8 Italian centesimi. But the trip is evidently worth the expense, so on they come.

(2) In the second place, many of those who do not come and the most of them who do, realize the value of commercial advertising. Pick up almost any Italian technical review or buy a copy of the leading commercial daily of Italy, and the space occupied by German advertising is conspicuous and by no means the least important. In fact the German or semi-German insertions would come after those of Italian houses. For this they must pay high, as advertising terms are in a relatively appreciated currency, but they do not exclude such propaganda in their export campaign. Not satisfied with these media, some of their own trade journals are sent out gratuitously, one part in German, one part in equivalent Italian, to the leading hotels and to other quarters where they are likely to be seen and read. In these days of advertising it is not arguable that such efforts are fruitless and wrongly directed.

GERMAN EXHIBITS AT ITALIAN SAMPLE FAIR

In this connection Germany's exhibits at the Milan Sample Fair of this year may be mentioned. There were in all some 609 individual showings from foreign countries.

Of these practically half, or 303, were of German origin. Some 393 million lire of business was put through at this fair, and no small part of this amount went to German factories. These German firms came for business and they were not disappointed when they went away.

(3) The Germans further believe in opening up not infrequently their own houses, or at least selling their products through an Italian agent but under their own name. This they were accustomed once to do here, and they are now again not only making their trade marks but also their names known throughout Italy. In a short walk the writer took this last week in Milan he noticed four different signboards bearing German inscriptions and advertising four different German firms. Such a selling method is by no means always adopted, but some manufacturers at least are prepared to show their goods to prospective customers and exhibit them without camouflage under their own name.

(4) In the fourth place, trade inquiries received from Italy are not neglected, but offers are eagerly sent out in response. Just recently a case came to the writer's attention where an important Milan firm posted a trade inquiry to Germany, with the result that over three hundred replies were received containing practical business propositions. The Milan firm entered into an agreement with one of the writing houses on the stipulation that 300 of a certain article—in this instance a pneumatic door-closer—would be disposed of in a year throughout Italy. Within two weeks 270 had been sold in Milan alone and delivery made. Such a measure of success suggests the importance attached to trade inquiries which are followed up promptly and intelligently.

(5) One more point in present-day German methods may be noted. Trade terms from Germany are as a general rule the most liberal that are offered Italian buyers. A firm in Rome, for instance, ordered a large shipment of rubber goods in 1914, but the war intervening no delivery was effected. With the coming of peace, however, the German supplier offered these same goods at the same pre-war price and asked for payment when once the goods had been sold. In fact the consignment system of shipping German goods is very frequently met with in this market. Or again, as more often happens, an acceptable credit arrangement in many individual cases is allowed. Such accommodation is the German commercial practice of 1914 repeating itself in 1921.

HARD WORK THE CORRECTIVE OF LOW EXCHANGE

Now the exchange situation inevitably makes it possible for Germany to offer very low prices on the Italian market, and there can be no doubt that such prices do contribute at present to an appreciable extent in the development of the Italo-German trade. Take for example the case of German hack saws, which are quoted at 15 lire and less per dozen against 45 lire a dozen for those of British make; or a German binder quoted at 1,000 lire as against 4,000 lire from Canada; or again, a German road roller quoted at less than a lire per pound, whereas the pig iron alone in England costs three-fourths as much per pound as the finished machine itself costs per pound from Germany. Such and similar prices render competition from other sources difficult at present; and it may be that the German mark is being artificially deflated to gain export trade in the Italian and other markets. This current factor of exchange and low prices the writer does not wish to minimize but he also wishes to lay special emphasis on the equally as important phase of German exporting, viz the activity of German manufacturers and agents in this country. Faith in the exchange is evidently for them too precarious a foundation on which to build any hopes of permanent achievement, or else they believe that such "faith without works is dead." To these German exporters an unremitting endeavour to sell goods and to please both the intermediary and ultimate customer is a much more powerful export weapon than a flattened exchange. It is therefore with this resolution and psychological equipment that the Germans have girded themselves and gone forth on their Italian

campaign. It is just this fact that the writer believes is too often overlooked by our exporters at home. Exchange is regarded as the immovable mountain of difficulty, but if it is advantageous it is also uncertain and temporary and often raises the cost of raw material, whereas the putting into practice of modern export principles is open to all Canadians interested in export and the continual effort therein involved is destined to bring more than a transient success.

There is a further consideration. The writer has been in touch recently with a number of local firms who have expressed their interest in trading with Canada and in the special commercial intelligence work which this office is now carrying on. It is to be expected that many other firms will intimate a similar desire. All Italian houses are not anxious to trade with Germany and many prefer to buy elsewhere. They send their orders there, however, in the absence of other offers equally as attractive. Germany will always do, it would seem, a considerable trade with Italy; but let it be remembered she will not do all the business. The United States, Great Britain, France, Switzerland and other countries also have commercial interests at stake in this market, and it is just because of this that Germany is redoubling her effort, abandoning hazard and playing a scientific export game. Hence it is evident that German exporters do not expect to have the field to themselves, knowing as they do that Italian firms are not bound to trade permanently with Germany.

During the war the query was frequently put, "Are we down-hearted?" and Canadians always answered with bigger efforts and greater optimism. Such should be our export outlook and action to-day. The test of our desire for export trade is the amount of effort we put forth to get it and yet a molehill labour is often expended when a titanic activity is required.

It is to sound a note of "Up and doing" in Italy that this report is written, and it should at least suggest some of the ways in which German exporters by a scientific and zealous activity are accomplishing what a depreciated mark would never in itself achieve.

GERMAN-ITALIAN TRADE STATISTICS

As to the actual figures of Germany's trade with Italy these are given for the first six months of the present year as 924 million lire out of a total importation of goods valued at 13 and a half billion lire, with an increase of 190 per cent for Germany over the value figures for the corresponding period of 1920.

Included in German exports to Italy are to be mentioned the following:—

Items	Value in millions of lire Jan.-June, 1921	Items	Value in millions of lire Jan.-June, 1921
Beer	2.8	Iron and steel manufactures	192.8
Cigarettes	2.5	Needles and pins	4.5
Chemicals	94.2	Copper, brass and bronze	29.1
Furs, unprepared	14.1	Machinery and parts	196.4
Silk manufactures	25.0	Scientific instruments	40.3
Lumber	7.6	Bicycles	2.8
Woodpulp	15.4	Pottery	19.7
Paper	37.8	Glass-ware	33.6
Leather	49.4	Haberdashery	37.5

It is significant to note that the bulk of these German exports are manufactured products.

CANADIAN TRADE WITH ITALY

Canadian trade statistics show an increase in our total exports to Italy of $22,900,000 for the past twelve months, our exports having risen from $24,300,000 August-September, 1920, to $47,200,000 August-September, 1921.

BUSINESS CONDITIONS IN ARGENTINA

Trade Commissioner B. S. Webb

Buenos Aires, November 10, 1921.—The import and export trade of this Republic has been in a state of partial paralysis during the past few months, but there is every reason to believe that the worst is now passed and that commercial conditions from now on will steadily improve. The import trade has been, and still is, seriously affected by the instability of exchanges, and especially United States exchange. Importers have been in a state of expectancy waiting for better rates and meanwhile limiting purchases to the indispensable minimum. It has now become quite plain that the Bank of the Nation intends to sell drafts drawn against the 50 million dollars, product of the United States loan recently negotiated, at the best prices obtainable. United States exchange has been quoted during the month at an average figure of 135 (par 103·65), and hopes for a substantial improvement in United States exchange as a result of this transaction have now been abandoned. German exchange has been down to 220 marks to the gold peso (par 4), and is now quoted in the neighbourhood of 200. Local speculation in German exchange has been of larger volume and more widespread than at any time since the armistice. It is no longer confined to the big business man, but has extended to the small tradesman class, shopkeepers, working men, and even immigrants from Spain. The speculators belong to a class which has been greatly impressed by the quantities of German goods which have come on the local market during September and October.

Stocks of rejected goods lying at the customs warehouses have now been almost entirely absorbed and importers are again placing orders. Manufacturers' representatives report a marked decrease in the intensity of German competition, and conditions in this respect are reassuring. Quotations are no longer made in marks, and German prices in sterling and dollars are not nearly so attractive as the former mark quotations. Imports from the United States for the month of August are valued at $5,485,000 as compared with $16,817,000 during the same month of last year, whilst imports of manufactured goods from Canada have been on a very reduced scale.

TENDERS FROM CONTINENT OF EUROPE FOR PUBLIC WORKS

German manufacturers are still securing the majority of contracts resulting from public tenders, but Belgian and French manufacturers are now running them pretty close in iron and steel goods. A case in point is a tender for cast iron piping for the Obras Sanitarias de la Nacion awarded to the Geilsenkirchener Bergwerks-Antien Geselschaft, Dusseldorf at 42·89 and 56·38 pesos gold, the Pont à Mousson (France) prices having been 49·50 and 82·00 gold pesos respectively. The State Railway Administration is contemplating the construction in Patagonia of a system of Decauville lines. About 1,000 kilometres of track is to be laid down at a cost, including rolling stock, of approximately $3,500,000. The proposed construction is being designed to facilitate the transport of wool and other products from far southern points to the terminals of the different lines of the State railway.

LARGE NUMBER OF FAILURES

During the last ten years there have only been two years, 1914 and 1915, in which there were a greater number of failures than this year. Argentine commerce has been called upon this year to absorb the inflated values of merchandise bought at very high prices, which cannot now be sold, except at a loss, because of the continually decreasing values of newly imported goods. The effects of the situation in this respect are reflected in the figures relating to the bankruptcies. Liabilities in commercial failures during October amount to the abnormally high total of

$7,600,000 as compared with $3,180,000 during October last year, and the accumulated monthly total of liabilities from January 1st to date amount to $53,000,000 as against $17,400,000 for the first ten months of 1920. A large departmental store, a shipping concern, and two concerns extensively connected with the live stock industry, have called for meetings of creditors during the past few months, the liabilities involved in each case exceeding $1,000,000.

EXPORT TRADE

Reviewing the export trade from January 1st to date, frozen meat exports have been well maintained and shipments of hides have been heavier than those recorded during the same period of 1920. Wool is leaving the country on a larger scale and at better prices than last year and butter shipments have been exceptionally heavy; but in cereals, maize excepted, there has been hardly any movement. Stocks in the country and available for export amount to 1,200,000 tons of wheat and 2,000,000 tons of maize, exportable surpluses which at this time last year had all been shipped. Wheat shipments to date amount to 1,596,319 tons, as compared with 5,029,528 for the same period during 1920. It is now expected that from 800,000 to 1,000,000 tons of wheat will have to be carried over to next year. Areas sown in wheat and flax are about the same as last year, and crop prospects for the moment are decidedly good; if they are realized it is estimated that, after including the carry forward mentioned above and allowing for seed and home consumption, there will be available for export next year a surplus of from four to five million tons of wheat. Cereal prices in general slumped during October and are now lower than they have been since July, 1919, spot wheat being quoted on the grain future market at 5·30 Canadian per 100 kilos, as compared with $8.44 on November 10 last year.

INSPECTION OF MEAT SHIPPED TO FRANCE

Under date of November 18, 1921, Trade Commissioner Hercule Barré, Paris, forwarded the following information regarding inspection of meat shipped from Canada to France:—

Salted pork meats of all origins declared for consumption are submitted, when entering France, to sanitary inspection which implies the payment of a fee of 1 Fr. 50 per 100 kilogrammes. All meat which is recognized as being unfit for consumption is destroyed in the presence of the veterinary inspector.

As regards meat products from Canada, importers must produce for each shipment, before any of the goods are unloaded, a certificate delivered by the Inspector of the Department of Agriculture surveying the establishment in which the cattle has been slaughtered and the meats prepared, certifying that the said meats come from perfectly healthy animals and are fit for consumption. The cases containing such meats must bear the stamp of the official inspector having made the sanitary inspection. The fat parts or lard, not containing any muscular part or meat, are not subject to the justification of a previous examination in the locality of origin.

Salted pork meats of Canadian origin, imported through any European country or having been prepared (salted or smoked) in one of those countries, are submitted, from a sanitary point of view, to the same formalities as if they arrived direct from Canada. However, such of the meats which are shipped from Belgium or England, after having undergone some preparation, may be admitted for consumption in France, although not presented in the cases bearing the stamp of the official inspector having examined them in the country of origin. In that case the admission is subordinate to the condition that it be established, by means of a declaration made on oath by the importers before the authorities of the country forwarding the goods, that the cases in which these meats were contained at the time of their entering into that country bore the stamp of the Canadian official inspector and were accompanied by the sanitary inspection certificates drawn up as stated above. The document attesting said declaration must be viséd by the Consul of France under whose jurisdiction the locality in which it was delivered stands.

Shipments of salted guts coming from Canada are dispensed with the production of the sanitary certificate and the affixing of the official stamp on the shipment cases, but they are nevertheless submitted to the sanitary inspection when entering and to the payment of the fee relating thereto.

Pork-butcher's meat of the same origin must also undergo sanitary inspection, but is exempt from the fee relating thereto.

The above regulations in connection with meat products from Canada also apply to meat shipped from the United States.

MARKET CONDITIONS IN BARBADOS

Trade Commissioner E. H. S. Flood

Barbados, November 29, 1921.—The imports of foodstuffs and lumber into Barbados during the past fortnight, as shown in the files in the Customs House, together with the current prices of the commodities and general conditions of the trade, should be of interest to Canadian firms exporting to the West Indies, as they are to some extent typical. Some leading commercial houses in Barbados issue occasional reports setting out their prices, the prevailing conditions of the market, and some general information for the benefit of their local customers, and for firms in the northern islands, Barbados being an entrepôt for those islands in many lines of foodstuffs. The arrivals at Barbados during the fortnight consisted of three schooners from Newfoundland and one from Nova Scotia with full cargoes of fish, nine schooners from neighbouring ports and eight steamships (three of them from Canada, two from the United States and three in South American service calling with mails and some cargo).

In the following paragraphs are summarized, from the commercial reports above referred to, the present price quotations on imported foodstuffs and the condition of supply.

FOODSTUFFS

Breadstuffs.—The market is well stocked at present with bakers' and super grades of flour, and quotations are given at $5 to $5.30 in bond and $3.75 to $3.55 respectively for half bags. Bread at local factory is quoted at $4.10 per barrel of 60 pounds. Split peas are reported scarce and are offered at $18 duty paid for 210 pounds; Canadian peas at $8.50.

Dried and Pickled Fish.—The market is well supplied with Newfoundland cod, which is offered at $35 large and $28 medium a cask, in bond. Of pickled herrings, salmon and mackerel, the market is nearly bare.

Lumber.—One shipment of lumber arrived during the fortnight, and the market is fully stocked. Prices locally for white pine and spruce are still very high. Receipts of shingles have come to hand and are lotted at $8 to $7.20 per thousand.

Salt Provisions.—Pork stuffs appear to be in over-supply, as a considerable drop in price is shown during the fortnight. Quotations are now $28 for clear pork and $20 for snouts, both in bond. Beef has also dropped from $30 in bond to $28 for family.

DRY GOODS TRADE

Business at the present time in dry goods is not as brisk as usual for this season of the year owing to the general depression caused by the drop in the price of sugar. The outlook for next year, unfortunately, is not very promising, as the coming crop, due to a long drought, will be below the average. The stores, however, are all fairly well stocked with dry goods, and many lines purchased at former high prices still remain on the shelves with prices reduced, but not to replacement level. This interferes with buying. There will be some flurry during Christmas time with local buyers,

no doubt, but for the rest of the winter the trade will depend largely on the tourists. Special lines such as cotton piece-goods, woollen and leather goods, have been coming during the past six or eight months from the United Kingdom, and to a great extent conditions are approximating to pre-war years. The preference rate of duty, and the fact that the pound sterling is at par, give a great advantage to English exporting houses who, realizing the situation, are pushing their goods through these islands. It would be well if Canadian dry goods firms in a position to export would follow the example of their English competitors and, instead of trusting to correspondence, would either send down their representatives with samples or supply them to the leading dry goods firms. With boots and shoes and lines of underwear, United States and English travellers are very often seen here.

HARDWARE

Trade is dull at present in hardware and kindred lines. The planters are only buying what they cannot possibly do without. Supplies are coming in for the most part from the United Kingdom, as British manufacturers thoroughly canvass the territory and know West Indian requirements. The same is true to some extent of the manufacturers in the United States, who in spite of the high exchange against them are in some instances quoting prices which work out lower than Canadian with the preference and lower exchange in their favour. Canadians do not always realize that they must quote competitive prices, the tendency with them being to quote home prices without considering the competition they have to meet with in these markets.

At present the hardware stores appear well stocked, and British hardware is most in evidence. A few Canadian lines are to be seen—wire nails, paints and oils, rope and cordage, cement, bar iron, and shelf hardware. The same complaints are heard as from the dry goods trade that not sufficient Canadian goods are shown in Barbados. It is worthy of note, however, that last winter Canadian representatives visited the trade here with lines of hardware and were reported as having done very well. This winter considerable buying will be necessary, and the pushing salesman on the spot, prices being equal, will get the business.

The following list made up at the Customs House will show the quantity of foodstuffs imported into Barbados from the 10th to the 24th of the month:—

Items	Canada	United States	Other Countries
Oilmeal	2,625 bags	....	80 bags
Codfish	135 casks	38 casks	1,909 casks, Nfld.
	17 tierces	....	153 drums, Nfld.
	15 drums	....	192 hf. drums, Nfld.
Haddock	89 casks	....	....
Salmon	7 brls.	....	....
Herrings	....	....	10 brls., Nfld.
Flour	1,541 bags	950 brls.	....
	2,330 hf. bags	75 hf. brls.	....
Pollard	700 bags	....	2,800 bags, Argentine
Oats	2,609 bags	....	....
Cornmeal	....	600 hf. bags	....
Rolled oats	30 brls.	....	....
Pork	55 brls.	85 brls.	....
	21 tierces	....	....
Jowls	17 brls.	....	....
Heads	....	20 brls.	....
Snouts	....	5 brls.	....
Biscuits	12 cases	....	....
Milk, preserved	3 cases	....	....
Potatoes	261 brls.	....	326 brls. U.K.
Cheese	18 brls.	....	....
	6 boxes	....	....
Beef	....	42 brls.	....
Split peas	....	....	50 bags
Salt	....	....	150 bags, West Indies
Coffee	....	....	145 bags, Venezuela
Rice	....	....	85 bags, British Guiana

THE FLAX MARKET IN SCOTLAND AND IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, December 9, 1921.—The flax-spinning industry in Scotland is stil rather dead, and there is little chance at present of sales of any Canadian flax or targed tows on this account, because of the easier tendency of Russian flax prices. After the New Year it is hoped that things will take a turn for the better. If this is realized, and the flax-spinning mills speed up production even to half capacity, there will be an acute shortage of raw material, as was forecasted in the report which was published in *Weekly Bulletin* No. 927 (November 7, 1921).

As regards Ireland, the improvement in the linen industry apparently continues, but Belfast is concerned with the light industry, which uses much less material than the heavy industry in Scotland. Belfast spinners still find Irish flax as cheap as anything else, but if Canadian flax producers are willing to take a moderate price something may be done even now. Some guarantee of quality would of course be required, and the writer has been invited to suggest that those interested send forward bales or tons to a firm with offices in Belfast as well as in Dundee, the name of which is on file and may be obtained by interested Canadian producers on application to the Director, Commercial Intelligence Service, Ottawa. Bales might also be sent to this office, from which other firms already in touch with the Trade Commissioner in Glasgow will be communicated with.

As regards present prices, it is impossible to give any idea of what this Ontario flax would realize here until it is submitted to inspection on this side. Best Blue Dutch can be bought at £135 per long ton c.i.f.: that is 27 cents a pound delivered at the docks at Dundee or other port; lower qualities of Courtrai at £120 c.i.f.

Irish flax is being marketed rapidly this season, and in November more than 1,000 tons were brought to market. The yield has been small, but quality is better than last year. The same description applies to Russian flax. As regards Russian prices, there are no buyers just now, but it can be bought roughly £20 cheaper than a month ago. Livonian R was sold last week at £117 c.i.f. This is the top mark of a good average water-retted district. The prospects of Canadian flax fibre in this market, including Ireland, depend upon whether or not Canadian exporters can meet and continue to meet prevailing prices.

IMAGINATION IN BUSINESS: STUDYING THE OVERSEAS BUYER

The one quality in business which the British trader most conspicuously lacks is imagination, says the British *Board of Trade Journal*. He looks at a sale with his own eyes instead of with the eyes of the buyer. But he is trying to overcome this defect, and there is no reason why he should not succeed. The Germans succeeded, and they are not among the nations conspicuous for sympathetic insight into the minds of foreigners. But up to the present the British trader has not yet fully grasped the fact that a prospective overseas buyer likes to be addressed in his own language. And it is in just this preference for the use of their own language that the Latin-American people and the traders in the mother countries of Spain and Portugal are peculiarly sensitive. It is an old story—the obstinate persistence on the part of British sellers in sending catalogues and letters in English to Spanish or Portuguese speaking peoples. They persist in doing so though the foolishness of expecting every one to read English has been pointed out continually. In the bygone days when Latin-America and the Iberian Peninsula really were "clamouring" for British goods and would not take any other—if those days ever in fact existed—communications in English may have been studied with the aid of interpreters and dictionaries. But those days do not exist now. It is essential under present-day conditions for the would-be seller to approach the prospective buyer in the one language which the buyer always uses and understands—namely, his own.

COMMERCIAL NOTES FROM NEW SOUTH WALES

Commercial Agent B. Millin

Trade Conditions in New South Wales

Sydney, November 10, 1921.—The near approach of the Christmas season is increasing the demand for the special lines required at that particular time of the year, otherwise there is not much change to report regarding trade in general.

Importers continue to report financial difficulties associated with their oversea operations, but they are apparently not insurmountable, and freight is no longer a matter of concern. In that respect the swing of the pendulum is distinctly against shipowners, and the volume of tonnage coming to Australia partially empty is so large as to be without precedent. Following on the excellent season experienced in the state, extensive bush fires are taking toll of the luxuriant growths prevalent throughout the pastoral and agricultural districts. At the moment it looks as if the damage done will be very considerable.

Forestry in New South Wales

The annual report of the New South Wales Forestry Commission for the year ended June 30 last, which has just been issued, states that the value of the timber imported into the state during the year was £2,073,046, and of the timber exported £464,725. The imports included 96,666,107 superficial feet of rough, dressed, and undressed timber (mainly Douglas fir) valued at £2,037,174. The other main lines of soft woods imported were New Zealand white pine and Baltic pine.

The quantity of timbers inspected and branded for export or local use was 16,300,000 superficial feet. The total volume concerted under license and in connection with forest works was 142,531,900 superficial feet, and the estimated gross consumption of raw timber from all sources within the state was 352,882,000 superficial feet. The bulk of the timber exported (all hardwoods) was sent to New Zealand.

Research work included investigation into the pulping qualities of Spotted Gum, Blackwood, and Mountain Gum timbers, and very satisfactory results were obtained.

Search for Oil in Australia

For several years past the Commonwealth Government has offered a reward of £50,000 to the discoverer of a payable oilfield in Australia. In addition the New South Wales Government offers a reward of £10,000 for the production of the first 10,000 gallons of natural mineral oil within the state.

The oil position at present is that scouts are out in almost the whole of the four quarters of Australia hunting for the faintest indications of its presence, and bores have been put down in places where favourable features have presented themselves. So far favourable results have not been achieved. Geologists are exceedingly cautious in their expressed opinions as to the possibilities of finding oil.

It is quite possible that the desire to eliminate errors has made scientists somewhat chary of expressing too encouraging opinions. They have, however, gone so far as to say that complete and thorough surveys of certain parts of Australia, chiefly in the northwest portions, are eminently desirable, and that from a geological point of view the outlook is sufficiently hopeful to justify large expenditure in putting down many trial bores.

Shale Oil Production in New South Wales

For the year ended June 30, 1920, the quantity of oil produced from shale in this state was 1,539,438 gallons, and the value of the bounty paid on same by the Commonwealth Government was £16,292. For the period ended June 30, 1921, the quantity was 2,612,976 gallons, and the value of the bounty £24,405.

Economical Extraction of Oil from Shale

Large deposits of first-class shale are available in many parts of Australia and Tasmania. The quality of some of the proved shale ranges from 50 to 75 per cent volatile, which is equivalent to 100 to 150 gallons of crude oil per ton.

The shale industry was inaugurated in this state in 1865 by the usual method of retorting, but the cost of producing oil by this method has gone up so enormously in consequence of the increasing cost of labour, that, without the substantial bonus which has been paid for some years past, the industry would have languished. The bonus payable is 2¼ pence per gallon on the first 3,000,000 gallons, 2 pence per gallon up to 5,000,000 gallons, 1¾ pence to 8,000,000 gallons, and each additional gallon over that amount at the rate of 1½ pence per gallon. The shale deposits in most instances are in the form of lenticular patches, and the seams vary in thickness from 14 to 50 inches.

Experiments have recently been carried out in sealing off certain areas and then setting fire to the chamber of shale thus constructed to drive off the volatile contents for distillation and refining at the surface, thus doing away with the expensive process of mining and refining the shale products above ground. It is stated that the success of the experiment has exceeded expectations.

Sydney Wool Sales

There has been a brief respite in the wool sales at Sydney owing to the buyers having to journey to the neighbouring State of Queensland to attend the periodical wool sales there. The advance recorded at the last sales held at Sydney have been fully reflected and the competition was very animated. The attractive character of the wool offering this month will be a strong factor in favour of the local sales.

The new clip taken all round is a distinct improvement on its predecessor and should appeal to buyers, and there can be no doubt that the bountiful season recently experienced is well reflected in the wool which has arrived in increasingly large quantities of late. The staple may not be as long as was expected, but it is sound, the quality is good, and the absence of earth usually so prevalent in these clips, has left the wool in bright and very attractive condition. Altogether it looks as if this year's clip gives better promise of a higher class quality of wool than has been seen for some years.

STEEL MANUFACTURE IN AUSTRALIA

Mr. C. Hartlett, office of the Trade Commissioner in Melbourne, writing under date November 8, states that Hadfields, Limited, the well-known maker of high-grade steel, is the latest British firm to join the ranks of Australian manufacturers. The company has associated itself with the Australian Electrical Steel, Limited, of Alexandria, Sydney, N.S.W., and a new concern—Hadfields (Australia) Limited—has been formed and registered with a capital of £500,000 to take over the works of the Australian Electrical Steel, Limited, at Alexandria, and a plant, which is now in the course of erection, at Perth, Western Australia. The Australian Electrical Steel, Limited, which will be absorbed by the new company, was the pioneer in the Commonwealth in the manufacture of steel by the electrical process.

It is stated that the new company expects to so expand the scope of its manufacture that all of the high-grade steel now imported from overseas will in future be made in Australia.

RUBBER BLOCKS FOR STREET PAVING IN MELBOURNE

Mr. C. Hartlett, office of the Trade Commissioner, Melbourne, writes under date November 8, 1921, that although the wood-paved streets of Melbourne are said to at least equal those of any other city of the world in appearance and utility, an enterprising firm of Australian rubber manufacturers is now laying down an experimental section of road in blocks of that material. The rubber blocks have an ebonite base, reinforced with expanded metal, and are fixed on to a concrete foundation to which they are held by screws. It is considered that only the present low price of rubber warrants its use for road purposes, and that competition with hardwood blocks, which have proven very satisfactory, is unlikely to any large extent.

INDUSTRIAL DISPUTES IN AUSTRALIA

C. Hartlett, Office of the Canadian Trade Commissioner

Melbourne, November 8, 1921.—According to the recently issued annual report of the Labour and Industrial Branch of the Commonwealth Bureau of Census and Statistics for 1920, there were in Australia during the year 554 industrial disputes affecting 102,519 workpeople directly and 53,047 indirectly. Working days lost during the year numbered 1,872,075, and the estimated loss in wages was £1,223,716 as against £3,951,936 in 1919.

Differences over wages were responsible for 200 of the 554 disputes. Of the disputes, 183 were settled on terms favourable to the workpeople, 199 on terms favourable to employers, 168 by compromise, and the settlement of four is described as indefinite; 380 of the disputes were settled by direct negotiations between employers and employees or their representatives, and 49 by the intervention of the State or Commonwealth industrial tribunals.

At the end of 1920 there were 796 trade unions in Australia with a total membership of 684,450—an increase during the year of 25 unions and 56,775 members.

The nominal weekly rate of wage at December 31, 1920, was £4 9s. 10d. for males and £2 4s. 6d. for females, while the average working hours per week in the Commonwealth were 47·07 for males and 46·47 for females. Taking into account the increase in the cost of living, the effective wage in 1920 was 982 as compared with 1,000 in 1911, or a decrease of 1·8 per cent. The relative productivity of the Commonwealth is given as 882 in 1908, compared with 1,000 in 1911 and 762 in 1920.

During 1920 no fewer than 1,999 changes in rates of wage were recorded, and these changes affected 1,027,283 persons. The net weekly amount represented by the changes was £494,708, or an average weekly increase a head of 9s. 8d. The awards or determinations made were 594, and the agreements filed 346. At the end of the year there were 470 wage boards, of which 440 had made awards or determinations. There were 1,041 awards or determinations of wage boards and 972 industrial agreements in force.

PROBABLE DEMAND FOR WOODEN BUNGALOWS FOR FRENCH SENEGAL

H.M. Consul-General at Dakar, French Senegal, reports that in view of the shortage of houses in Dakar there is likely to be a limited demand for four-roomed wooden portable bungalows, in sections, and ready to put together. They should be of well-seasoned timber, roofed with corrugated iron, and should consist of about four rooms 12 feet by 12 feet or 12 feet by 14 feet, surrounded by a small verandah, and should have in addition a bathroom and a kitchen pantry on the verandah.

H.M. Consul-General points out that in view of the present state of the exchange such bungalows should be cheap if they are to find a market in Dakar.

CERTIFICATES OF ORIGIN IN BRITISH WEST INDIES FOR CANADIAN PRODUCE

By E. H. S. Flood

Barbados, November 29, 1921.—Under the above caption an article appeared in *Weekly Bulletin* No. 923 (October 10, 1921), page 618, setting out the difficulties which had arisen in the British West Indian colonies in regard to the certificates of origin under the new Canada-West Indies Trade Agreement, and giving in a concise form the extent to which the objectionable features in the certificates had been waived by the various colonies.

Since the above was published, the following information has been gleaned by the Canadian Trade Commissioner in reference to this matter:—

British Honduras.—The Colonial Secretary of British Honduras states in regard to the difficulties complained of in schedules A and B of their regulations that by an Order in Council dated May 25 the Comptroller of Customs may accept any form of certificate other than those set forth in the above schedules where such form does not affect the substantial requirements of the said schedules. In a minute from the Comptroller of Customs on the subject, he states the alternative certificate of origin in his colony is a combined one—that is, it certifies that the flour, oats or hay, as the case may be, are the *growth, produce* or *manufacture* of Canada. In this way, the difficulty of certifying that flour is the growth of Canada, or that oats and hay are the produce of Canada, is got over.

Antigua.—The Government of this colony has not adopted the combined certificate of origin and value as suggested by the Imperial Customs Conference of 1921, Appendix A, and which has been adopted by most of the other colonies, but has retained both schedules A and B and made certain amendments thereto. Schedule A is to be used when the goods are the "growth or produce" of the British Empire, and schedule B when the goods are the "manufacture" of the British Empire. The word "exporter" has been deleted from the original certificates; and in the former the words "grower, producer, supplier" have been substituted, and in the latter the words "manufacturer or supplier" substituted. In each case a supplementary certificate must be given when the "grower," "producer," or "manufacturer"—as the case may be—is not himself or by his agent the actual exporter and is not in a position to give the particulars of shipment. The essential particulars of this certificate in each case are a statement as to what country the goods are to be shipped and to whom consigned, the country being the ultimate port of shipment. The members of the Council of Antigua retained the original form of certificates, as they considered the English form somewhat complicated and preferred to adhere to the original and what they considered a simpler form of certificate with the necessary changes.

Barbados.—The Colonial Secretary of Barbados advises that the Legislature of his colony had adopted the combined form of certificate of origin and value. This certificate is the one suggested by the Imperial Customs Conference and is embodied in the new regulations of the colony under schedule A and the former schedules A and B have been abandoned. In the first part of the certificate, which deals with the value of the goods—and value means the "current domestic values" for home consumption—the words "manufacturer or supplier" are inserted; and in the second part, dealing with "origin," the declaration is to the effect that "every article mentioned in the invoice has been either wholly or partially *produced* or *manufactured*" in the country of origin from which the goods were exported. In this way, the certificate embodies both manufactured goods and also articles which are the growth or produce of the country of origin. In regard to those articles which are only partially

produced or manufactured, section 6 of the certificate stipulates that the final process of manufacture must be in the British Dominions and that the expenditure in material produced, or labour performed, must be not less than one-fourth of the factory or works cost of the article in its finished state. Schedule C in the original regulations dealing with goods imported from one part of the Empire into the colony from another part thereof has been changed to schedule B. This matter is dealt with in section 10 of the original regulations.

Jamaica.—A telegram has been received by the Trade Commissioner at Barbados from the Colonial Secretary of Jamaica stating that his Government has decided to adopt the Appendix Report of the Imperial Customs Conference, 1921, in case of all goods claiming preference—immediately in the case of cotton piece goods—which are the only articles at present receiving a preference, and that this certificate will apply in the case of all other goods when the preference is extended to them.

St. Lucia.—The Acting Administrator of St. Lucia states that his Government is awaiting the settlement of a uniform certificate, and that in the meantime the Comptroller is certificates as prescribed under the Canada-West Indies Agreement Regulations of 1913 or a certificate in any other form which sufficiently and to the satisfaction of the customs authority establishes the fact that the goods are of Empire origin. He adds that, in following this course, no difficulty has been experienced in his colony.

St. Vincent.—The Administrator of St. Vincent has advised the Trade Commissioner that they have adopted the Imperial Customs Conference certificate and have forwarded copies of their new regulations to him.

Bahamas.—This colony some time ago framed their Certificate of origin giving the exporter or his agent the right to make a certificate, and it embodies goods which are the "*growth, produce* or *manufacture* of the country of origin. This certificate is practically a combined one of origin and value, and under the circumstances, it might not be necessary for this colony to make any change in its certificate.

Montserrat.—The Administrator of Montserrat advises that their new regulations have been completed and are now being printed, and as soon as they are, copies will be forwarded to the Trade Commissioner. It is not possible to state if this colony will use the Imperial Customs form, or that decided on by the Colony of Antigua.

Trinidad, British Guiana and Grenada.—So far, no further advices have been received from the two first-mentioned colonies in regard to this matter. In regard to Grenada no official advices have been received on the subject, but according to an announcement in a recent issue of the British *Board of Trade Journal,* the Governor of the Windward Islands has reported to the Board of Trade that an Order in Council would be made bringing into force the revised form of certificate, and that in the meantime, the Comptroller of Customs had been given discretionary powers as to the acceptance of evidence of origin.

PRESENT STATUS OF GERMAN LEATHER INDUSTRY

German tanneries, says the United States *Commerce Reports,* are producing calf skins, patent leather, and kid leather up to 65 or 75 per cent of their pre-war output. The tanners are receiving adequate supplies of raw hides and skins to keep the industry occupied. France is supplying 70 per cent of the calf skins and 90 per cent of the kid leather. Denmark and Sweden are other sources of supply; England sends additional patent leather, Russia virtually nothing. Labour conditions in the leather industry are satisfactory, with almost no unemployment. Present wages per hour of 6.25 to 8 marks compare with 1913 rate of 45 to 65 pfennigs per hour.

BRAZILIAN CENTENNIAL EXPOSITION

With reference to the Brazil Centennial Exposition which is to be held at Rio de Janeiro from September 7 to November 15, 1922, in commemoration of the first centenary of independence, Mr. E. L. McColl, Canadian Trade Commissioner in Rio de Janeiro, cabled under date December 16 that the British are giving £70,000 for a permanent building for Imperial exhibit. The permanent building will not have an industrial exhibit. A temporary annex is to be added for holding products, space in which will cost exhibitors from £2 to £3 per square foot, and in which there is plenty of space available. Canadian requirements in space are requested at the earliest convenience.

In a former communication Mr. McColl expressed the opinion that Canada should have an exhibit of manufactured goods, as Canadian products resemble, with a few exceptions, those of the United States. Something, he suggests, should be shown in such products as agricultural machinery, lumbering machinery, logging and railroad construction machinery, and in textiles, canned goods, chemicals, machine tools, electrical equipment, and rails. Canadian manufacturers who are interested are invited to communicate direct with the Trade Commissioner in Rio de Janeiro.

BUILDING IN CONSTANTINOPLE

To obtain some idea of the magnitude of the housing problem which awaits solution in Constantinople it is necessary to recall the conditions which existed before the war, says the British *Board of Trade Journal.* It was then very difficult to accommodate the cosmopolitan population of the city. Many quarters consisted, and still consist, of old wooden houses in close proximity to each other, and were an easy prey for fire which, in the absence of an effective fire-fighting organization, has claimed whole districts in the course of a day. The recent fire in Scutari, for instance, destroyed over 1,000 houses in twelve hours, and rendered over 10,000 people homeless. The effect of the war was on the one hand to put a stop to any attempts which were being made to ameliorate conditions, and on the other hand to accentuate the lack of houses through a great influx of refugees from South Russia and Asia Minor.

It is only during the past few months that any systematic attempt has been made to rebuild the city. At the present time various building societies and private enterprises are displaying great activity and large houses are being erected in every quarter. A recent law passed by the Constantinople Prefecture forbids the erection of houses made wholly of wood or with a wooden exterior, and this has caused a great demand for building stone and bricks, etc. Apart from the increased costs of production in the United Kingdom, and heavy freight rates necessary in transporting building material to Turkey, there are other contributory causes to the lack of British trade in this direction, viz:—

(1) The increasing activity of local manufacturers.
(2) The absence of British architects in the city.
(3) The low standard of building carried out by local architects and builders.

Houses are built of materials that would be unhesitatingly condemned in the United Kingdom, and their actual construction is faulty and in many cases dangerous. A British merchant in the building trade in the city has assured the commercial secretary that the majority of the newly erected houses would not pass inspection by a United Kingdom authority, but that at the same time it is hopeless to endeavour to introduce a higher standard into the trade locally. A few rich Europeans occassionally require a house built in accordance with modern requirements as regards architecture and materials, but their number is rare, and, in general, cheapness is the first consideration.

DEEPWATER HARBOUR FOR THE GOLD COAST

The advance party for the construction of the new deepwater harbour, the only one in the Gold Coast, the scheme for which has been approved, is about to sail for West Africa, says the *Manchester Guardian Commercial.* At present as much as 600,000 tons of exports and imports have to be carted to or from ships, a ton at a time, in surf boats with eleven men, a system which results in considerable damage to the goods, delay, demurrage, etc.

The first portion of the work, which is now about to be commenced, will cost £1,600,000, and take three and a half years to complete. The Gold Coast will then have a harbour much like that of Colombo, in which ships can lie in calm weather within a couple of hundred yards of the wharves, instead of, as at present, a mile and a half out to sea in rough water. The site of the new harbour Takoradi is four miles from Secondi. The work includes the building of a breakwater along the reef of about 7,500 feet in length, with a depth of 20 feet of water. There will also be a second breakwater 4,000 feet long. A model and up-to-date port township will also be constructed, for which ample land is available.

CHILIAN STATE RAILROAD CONTRACT

Mr. B. S. Webb, Canadian Trade Commissioner at Buenos Aires, in a communication dated November 24, 1921, sends the following extract from the *Buenos Aires Herald* on the contracts for the Chilian State Railroad:—

"The Westinghouse Electric International Company announces that it has received final confirmation of the contract to supply equipment to electrify the Chilian State Railroad between Valparaiso and Santiago, and the Los Andes branch. This contract covers the most important railway electrification undertaken since the beginning of the war, and the largest ever undertaken by an American firm outside of the United States.

"The main line, which is 116 miles long, is now under steam operation, and is the most important railway line in Chile. It connects the leading seaport (Valparaiso) with the capital (Santiago), while the line to Los Andes is 28 miles long, and forms the Chilian State Railway section of the transcontinental line to Buenos Aires. The contract, which has a capital value of $7,000,000, was secured in keen competition from German and other European companies. The award was given to the American firm because of its more complete and correct engineering analysis of the proposition, as well as its low price.

"The equipment to be furnished consists of eleven local passenger locomotives, fifteen road freight locomotives, seven switching engines, and five sub-stations of 4,000 k.w. capacity each. Owing to the abundance of water-power in Chile, and the high price of fuel, all of the Chilian railroads will eventually be electrified, and the present project is the first step in this direction."

CANADIAN PACIFIC STEAMSHIP, LIMITED, INAUGURATES SERVICE TO CUBA

The attention of Canadian exporters is directed to the new service which is being maintained by the Canadian Pacific Steamships, Limited, from St. John to Havana, Cuba. This service was inaugurated by the ss. *Sicilian* on December 5, and is to be a regular passenger and freight service between Canada and Cuba, with Boston as a port of call on each trip. The next sailing is from St. John on January 3.

TENDERS INVITED

Chile

H.M. Senior Trade Commissioner in Canada and Newfoundland has forwarded specifications which he has received from the British Legation, Santiago, Chile, for requirements for the Chilian State Railways. These are for:—

(1) Twenty-three cars, boilers, electric machinery, lamps, etc., tin and lead in ingots, ordinary bars, iron and steel tubes, etc., etc., for which public tenders are called for the 4th February, 1922, by the Chilean State Railways, to be opened at 10 a.m. on that day at the "Departmento de Materiales y Almacenes," Alameda Station, Santiago.

(2) Fish-plates and chairs for rails, for which public tenders are called for 16th February next, to be opened at 10 a.m. on that date at the above-mentioned department.

Canadian firms interested in these specifications (which are in Spanish) may obtain copies on application to the Director, Commercial Intelligence Service, Ottawa (quoting file No. 27526).

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING DECEMBER 21, 1921

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement on the nominal closing quotations for all the principal exchanges for the week ending December 21, those for the week ending December 14 are also given for the sake of comparison:—

		Parity	Week ending December 14, 1921	Week ending December 21, 1921
Britain.. .. ..£	1.00	$4.86	$4.5395	$4.4953
France. .. ..Fr.	1.	.193	.0882	.0855
Italy.. .. ..Lire	1.	.193	.0503	.0484
Holland .. ..Florin	1.	.402	.3832	.3942
Belgium .. ..Fr.	1.	.193	.0848	.0823
Spain. .. ..Pes.	1.	.193	.1649	.1590
Portugal. .. ..Esc.	1.	1.08	.0894	.0882
Switzerland.. .. ..Fr.	1.	.193	.2105	.2089
Germany. .. ..Mk.	1.	.238	.0061	.0062
Greece. .. ..Dr.	1.	.193	.0458	.0449
Norway.. .. ..Kr.	1.	.268	.1658	.1689
Sweden.. .. ..Kr.	1.	.268	.2666	.2673
Denmark. .. ..Kr.	1.	.268	.2086	.2165
Japan. .. ..Yen	1.	.498	.5202	.5146
India.. .. ..R.	1.	2s.	.3048	.3007
United States.. .. ..$	1.	$1.00	1.0825	1.0693
Argentina .. ..Pes.	1.	.44	.3630	.3609
Brazil. .. ..Mil.	1.	.3245	.1435	.1376
Roumania. .. ..Lei	1.	.193	No quotation	No quotation
Shanghai, China.. ..Tael	1.	.631	.8399	.8407
Batavia, Java.. ..Guilder	1.	.402	.3869	.3929
Singapore, Straits Settlements.. .. ..$	1.	.49	.5277	.4838
Jamaica. .. ..£	1.	4.86	4.4977	4.4967
Barbados. .. ..$	1.	1.		
British Guiana. .. ..$	1.	1.		
Trinidad.. .. ..$	1.	1.		
Dominica.. .. ..$	1.	1.	.93¼–.96⅜	.93¼–.96⅜
Grenada .. ..$	1.	1.		
St. Kitts. .. ..$	1.	1.		
St. Lucia. .. ..$	1.	1.		
St. Vincent.. .. ..$	1.	1.		
Tobago.. .. ..$	1.	1.		

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Weekly Bulletin* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "The Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa," or the Boards of Trade at St. John, Halifax, Quebec, Montreal, Toronto, Woodstock, St. Mary's (Ont.), Winnipeg and Vancouver; the Chambers of Commerce at Hamilton, St. Catharines, Brantford, London, and Victoria (B.C.); Border Chamber of Commerce, Windsor; the Canadian Manufacturers' Association Offices at Toronto, Winnipeg, and Vancouver; and the Kitchener and Waterloo Manufacturers' Association, Kitchener (Ont.)

Foodstuffs

3638. **Produce and canned goods.**—Glasgow provision merchants of high standing who do a very considerable import business, particularly as buyers, in Canadian bacon, hams, lard, butter, cheese and canned goods, and who are agents for a firm of butter and cheese shippers in Montreal, are very keen on developing the business still further, and would be willing to undertake further agencies in this direction.

3639. **Canned goods, etc.**—An old established London firm of brokers are prepared to undertake the sale of canned goods generally: salmon, lobsters, fruits, meats, extract of meat, and also cereals. Offers required on a basis of c.i.f. United Kingdom ports, Havre, Hamburg, and Rotterdam.

3640. **Spring wheat flour.**—A Danish firm wish to get into touch with Canadian manufacturers of hard spring wheat patent flour.

3641. **Fish, etc.**—The only cold storage company operating in Jamaica invite offers of smoked haddock, bloaters, kippers, and oysters, for purchase outright or on agency basis.

3642. **Foodstuffs.**—Established manufacturers' representative in Kingston, Jamaica, wishes to secure representation in the following lines of foodstuffs: flour, canned fruit, canned meat, salt codfish, salt herrings, pork and beef in barrels.

3643. **Flour.**—Established Jamaican importers and exporters of many years' standing desire to secure representation for an eastern Canadian miller. References from Canadian banks.

3644. **Apples and pears.**—The only cold storage company at present operating in Jamaica wish to secure a permanent connection with Canadian shippers of apples and pears.

3644A. **Bloaters, flour.**—A New York firm are anxious to get in touch with Canadian exporters of bloaters and flour.

Miscellaneous

3645. **Cattle and sheep.**—An old established firm of live stock salesmen and auctioneers in Glasgow, Forfar, and Coatbridge (Scotland), who do a large live stock business, and also have a stall in the Glasgow meat market, desire to hear from Canadian exporters of cattle and sheep with a view to business in Scotland on a commission basis.

3646. **High-grade dairy cattle.**—A Jamaican importer desires to obtain small number of high-grade or pedigreed Holstein dairy cattle. Would consider offer of 1 bull and several cows in calf for shipment in spring of 1922. Number purchased will depend on price quoted. Price to be f.o.b. Canadian port or preferably c.i.f. Kingston, Jamaica.

3647. **Lumber.**—An established importer and exporter of many years' standing in Kingston, Jamaica, invites offers of schooner loads of Maritime Province spruce for delivery in the new year.

3648. **Carriage, woodenware and hardware.**—A manufacturers' representative in Kingston, Jamaica, wishes to obtain representation for Canadian manufacturers of carriage, woodenware and hardware.

3649. **Glass bottles.**—An independent purchaser in Kingston, Jamaica, desires to buy a gross of one pound glass sealers in Canada. Would prefer to buy directly from the manufacturer and will place further orders if initial shipment is satisfactory. Offers should be submitted to Canadian Trade Commissioner at Kingston.

3650. **Personal furnishings.**—An established manufacturers' representative in Kingston, Jamaica, wishes to obtain connections with Canadian manufacturers of footwear, neckwear, hats and underwear, cotton piece goods and ribbons.

3651. **Papers, ropes, twines, trunks and suit-cases.**—A manufacturers' representative in Kingston, Jamaica, seeks agencies in Canadian lines of printing paper, fancy stationery, wrapping paper, paper bags; ropes and cordage; trunks and suit-cases. Particularly anxious to be placed in touch with a Canadian manufacturer of wicker suit-cases.

3652. **Match splints.**—An English firm would like to get into touch with Canadian exporters of match splints, unrepresented in England, who are in a position to quote c.i.f. United Kingdom or other ports.

3653. **Opera chairs.**—A Cape Town agent, covering the Union as a specialist in church and hall furniture, makes inquiry for the supply of steel frame, wood back and seat, full roll front opera chairs.

3654. **Wire nails.**—A Glasgow firm of old standing would like to hear from Canadian exporters of wire nails.

3655. **Steel products.**—A Glasgow firm of iron and steel merchants are open at any time to purchase quantities from Canada of soft steel billets for re-rolling, wire rods, angles bars (in mild steel), and also rails, if prices can meet continental. This firm are revising their agency arrangements, and applications will be welcome. They are understood to possess lengthy experience in the specification and manufacture of sundry " heavy " goods, their inspection, and testing, shipment, insurance and sale, etc.

3656. **Lead sheets and zinc sheets.**—The above firm would be glad to hear from any manufacturers in Canada of lead sheets, zinc sheets, lead pipes and traps. This firm are revising their agency arrangements and applications will be welcome.

3657. **Fleecy underwear.**—A Glasgow firm who state that there is a very large market in Great Britain for fleecy underclothing, at present imported mainly from the United States, would like to get in touch with some Canadian business houses making these garments, with a view to acting as agents or buying outright.

3658. **Brass goods.**—A London agency firm would like to hear from Canadian manufacturers of brass goods and other engineering supplies seeking business in the United Kingdom.

3659. **Glacé kid.**—A London firm of leather merchants are open to represent Canadian producers of glacé kid, black and coloured.

PROPOSED SAILINGS FROM CANADIAN PORTS

Subject to change without notice. The sailing dates are approximate.

From Halifax

To Liverpool.—*Vedic,* White-Star-Dominion Line, Jan. 8; *Thistlemore,* Furness-Withy Line, Jan. 2; *Canada,* White Star-Dominion Line, Jan. 29.

To Glasgow.—*Cassandra,* Anchor-Donaldson Line, Dec. 30.

To St. John's (Nfld.).—*Canadian Sealer,* Canadian Government Merchant Marine, Jan. 5.

To Barbados, Trinidad, and Demerara.—*Canadian Harvester,* Canadian Government Merchant Marine, Dec. 30.

To Rio, Santos, Montevideo, and Buenos Aires.—*Canadian Seigneur,* Canadian Government Merchant Marine, Jan. 14.

To London.—*Northwestern Miller,* Furness-Withy Line, Dec. 28; *Alpine Range,* Furness, Withy & Co., Jan. 4.

To Australia and New Zealand Ports.—*Canadian Spinner,* Canadian Government Merchant Marine, Dec. 28.

To Manchester.—*Manchester Brigade,* Furness, Withy & Co., Jan. 8.

To Santiago (Cuba) and Kingston (Jamaica).—*Caledonia,* Pickford & Black, Jan. 4.

To Bermuda, West Indies, and Demerara.—*Chaleur,* Royal Mail Steam Packet Co., Jan. 6.

To Nassau (Bahamas) and Belize (British Honduras).—*Canadian Forester,* Canadian Government Merchant Marine, Dec. 28.

To Guantanino, Santiago, Manzanilo (Cuba), Kingston (Jamaica), and Jamaica Outports.—*Nevis,* Pickford & Black, Jan. 18.

From North Sydney

To St. John's (Nfld.).—*Kyle,* North Sydney Board of Trade, Tuesday, Thursday, and Saturday every week.

From St. John

To Liverpool.—*Canadian Explorer,* Canadian Government Merchant Marine, Dec. 28; *Hastings County,* Canada Steamship Lines, Jan. 3; *Minnedosa,* Canadian Pacific Steamships, Ltd., Jan. 3; *Metagama,* Canadian Pacific Steamships, Ltd., Jan. 13; *Batsford,* Canadian Pacific Steamships, Ltd., Jan. 22.

To London.—*Hoerda,* Canada Steamship Lines, Dec. 29; *Wisley,* Canada Steamship Lines, Jan. 3; *Canadian Rancher,* Canadian Government Merchant Marine, Jan. 4; *Cornish Point,* Furness, Withy & Co., Jan. 10; *Hastings County,* Canada Steamship Lines, Jan. 10; *Grey County,* Canada Steamship Lines, Jan. 11; *Dunbridge,* Canadian Pacific Steamships, Ltd., Jan. 12; *Lisgar County,* Canada Steamship Lines, Jan. 16; *Bosworth,* Canadian Pacific Steamships, Ltd., Jan. 19.

To Glasgow.—*Pretorian,* Canadian Pacific Steamships, Ltd., Dec. 28; *Bothwell,* Canadian Pacific Steamships, Ltd., Dec. 30; *Canadian Otter,* Canadian Government Merchant Marine, Jan. 7; *Tunisian,* Canadian Pacific Steamships, Ltd., Jan. 28.

To Manchester.—*Manchester Brigade,* Furness, Withy & Co., Jan. 7; *Manchester Hero,* Furness, Withy & Co., Jan. 21.

To Cardiff and Swansea.—*Canadian Squatter,* Canadian Government Merchant Marine, Jan. 3.

To Belfast and Dublin.—*Lord Downshire,* Head Line, Jan. 8.

To St. John's (Nfld.).—*Mapledawn,* Canada Steamship Lines, Ltd., Jan. 3 and 19.

To Southampton and Antwerp.—*Corsican,* Canadian Pacific Steamships, Ltd., Jan. 31.

To Havana (Cuba).—*Sicilian,* Canadian Pacific Steamships, Ltd., Jan. 3

To Rotterdam and Hamburg.—*Ballygally Head,* Head Line, Jan. 5.

To Rio, Santos, Buenos Aires, and Montevideo.—*Hydaspes,* Houston Line, Dec. 30.

From Vancouver, B.C.

To Auckland, Wellington, Melbourne, Adelaide, and Sydney.—*Canadian Skirmisher,* Canadian Government Merchant Marine, Dec. 30.

To New Zealand and Australian Ports.—*Waihemo,* Canadian-Australasian Royal Mail Line, Jan. 14; *Waotapu,* Canadian-Australasian Royal Mail Line, Feb. 15.

To London, Rotterdam, Amsterdam, Antwerp, and Hamburg.—*Moerdijk,* Royal Mail Steam Packet Co., Dec. 29.

To London, Liverpool, and Glasgow.—*Nichteroy,* Royal Mail Steam Packet Co., Jan. 15.

To Honolulu, Suva, Auckland, and Sydney.—*Niagara,* Canadian-Australasian Royal Mail Line, Jan. 13.

COMMERCIAL INTELLIGENCE SERVICE.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

B. S. Webb, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.*

Australia.

D. H. Ross. Address for letters—Box 140 G.P.O., Melbourne. Office—Stock Exchange Building, Melbourne. *Cable Address, Canadian.*

Belgium.

A. Stuart Bleakney, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil.

E. L. McColl. Address for letters—Caixa (P.O. Box) 2164, Rio de Janeiro; office, Rua Goncalves Dias 30, Rio de Janeiro, Brazil. *Cable Address, Canadian.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados; agent also for British Guiana. *Cable Address, Canadian.*

China.

J. W. Ross, Laidlaw Building, Czechuen and Nanking Roads, Shanghai. *Cable Address, Cancoma.*

Cuba.

Address: 501 and 502, Teniente Rey 11, Havana Casa de Corres—Apartado 1290. *Cable Address, Cantracom.*

France.

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Holland.

Norman D. Johnson, Zuidblaak 26, Rotterdam. *Cable Address, Watermill.*

Italy.

W. McL. Clarke, Via Carlo Cattaneo, 2, Milan. *Cable Address, Canadian.*

Jamaica.

G. R. Stevens, 18A Duke street, Kingston. *Cable Address, Cantracom.*

Japan.

A. E. Bryan, P.O. Box 109; office, 50-B Main street, Yokohama. *Cable Address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa.

W. J. Egan, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

Straits Settlements.

P. W. Ward, P.O. Box 121, Singapore. *Cable Address, Canadian.*

United Kingdom.

Harrison Watson, 73 Basinghall street, London, E.C.2, England. *Cable Address, Sleighing, London.*

J. E. Ray, 4 St. Ann's Square, Manchester. *Cable Address, Cantracom.*

J. Forsyth Smith, Century Bldgs., 31 North John street, Liverpool. *Cable Address, Cantracom.*

Address: Sun Building, Clare street, Bristol. *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. *Cable Address, Cantracom.*

United States.

Frederic Hudd, 1463 Broadway, New York City. *Cable Address, Cantracom.*

On Special Duty.

L. D. Wilgress. Address: 73 Basinghall street, London, E.C.2.

CANADIAN COMMERCIAL AGENTS.

Australia.

B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Norway and Denmark.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. *Cable Address, Sontums.*

British West Indies.

R. H. Curry, Nassau, Bahamas.

SPECIAL CANADIAN PEPRESENTATIVES.

United Kingdom.

W, L. Griffith, Secretary to the Office of the High Commissioner for Canada, 19 Victoria street, London, S.W., England. *Cable Address, Dominion, London.*

France.

Hon. Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Stadacona, Paris.*

United States.

Department of External Affairs of Canada: M. M. Mahoney, representative, care of British Embassy, Washington.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

Chile:
Valparaiso, British Consul-General.

Colombia:
Bogota, British Consul-General.

Ecuador:
Guayaquil, British Consul.

Egypt:
Alexandria, British Consul-General.

Mexico:
Mexico, British Consul-General.

Panama:
Colon, British Consul.
Panama, British Vice-Consul.

Peru:
Lima, British Vice-Consul.

Portugal:
Lisbon, British Consul-General.

Spain:
Barcelona, British Consul-General.
Madrid, British Consul.

Sweden:
Stockholm, British Consul.

Switzerland:
Geneva, British Consul.

Uruguay:
Monte Video. British Vice-Consul.

Venezuela:
Caracas, British Vice-Consul.

BRITISH TRADE COMMISSIONERS IN CANADA.

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada, are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 248 St. James street, Montreal, Que.

The British Trade Commissioner (for Ontario), 257-260 Confederation Life Building, Toronto, Ont.

The British Trade Commissioner (for the Prairie Provinces and British Columbia), 610 Electric Railway Chambers, Winnipeg, Man.

BRITISH TRADE COMMISSIONERS SERVICE.

In connection with the British Trade Commissioners Service which is now being established in British possessions overseas the British Government has placed the services of the Trade Commissioners at the disposal of Canada especially in those overseas British possessions where Canada has no representatives of its own. The address of the British Trade Commissioner for India and Ceylon is as follows: Mr. Thomas Ainscough, H.M. Trade Commissioner: Post Office Box 683, Calcutta, for correspondence: Office address, Allahabad Bank Building, 6 Royal Exchange Place, Calcutta; that of the Commissioner in British East Africa is: Colonel Franklin, C B.E., D.S.O., Boma Building, Government Road Nairobi, Kenva Colony.